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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JULY 1, 1946



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. LXXXIV, No. 1

JULY 1, 1946

Founded 1904
With which was merged 1939
THE NATIONAL NURSERYMAN
Established 1893

* * * * *

Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: Wabash 8194

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Subscription Price:
\$2.00 per year; outside
United States, \$2.50;
Single Copies, 10c.

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Advertising Rates
on application.
Forms close ten days
before date of issue.

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Entered as second-class matter
December 14, 1933, at Chicago,
Ill., under act of March 3, 1879.

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Report of A. A. N. Convention in August 1 Issue

Full report of the doings at the convention of The American Association of Nurserymen, at Miami, July 15 to 18, will appear in the August 1 issue of the American Nurseryman. Account of this Victory Convention will be read with close interest by those who stay at home. Hence the issue will be of particular advertising value. Last advertising forms for the August 1 issue will close July 23.

Closing date of July 15 issue, the A. A. N. Special Number, is July 2.



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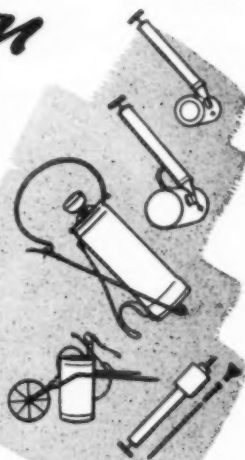
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AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

LANDSCAPE COSTS.

Though rising prices of labor, supplies and equipment have given nurserymen and landscape contractors a real impression of the costs of their planting operations, the verbal accounts of spring business which some have given to the editor indicate that much estimating and billing is still done "by guess and by gosh."

Enough has appeared in print, in trade association discussions and in private exchanges of experiences to guide almost any landscape planter in the way of ascertaining costs of operations as a basis of charges to customers. Some firms have set up schedules for their estimators or billers so that they are sure, at the end of the season, of covering expenses and showing a reasonable profit. Yet some sizable firms are still guessing as they go through the planting season and hoping for the best when the books show the outcome.

When business was depressed and the few orders to be had were sought in the face of keen competition, one could understand a disregard of a system of costs, even if its wisdom was doubtful. But when the public offers more jobs than can be handled, there should certainly be opportunity for attention to costs. Inattention to them is surely dangerous when wages and supplies are at levels unknown when the rule of thumb was perhaps intelligently applied.

When, and if, the planting season is over—some firms will keep their crews going through the summer where the weather is favorable—each nurseryman or landscape planter will find it time and money well spent to compile a schedule of costs of various operations from the jobs done and billed this season. Operators in this field vary in their methods of work, in type of organization and in personnel, so that costs will vary between firms in the same locality. Geographical differences cause further variations, so that a general cost schedule, applicable the field over, is scarcely practical.

If you wait for figures that somebody else compiles, you will continue to operate "by guess and by gosh" for longer than is safe, and you may find that using the other fellow's findings is equally wide of the profitable mark.

Ahead are several busy years of landscape planting, at least. Profitable

operations, on the one hand, and satisfaction to the public by not overcharging, on the other, require a definite and adequate knowledge of costs in landscape operations.

JOBGING GARDENING.

In a great many communities there is an important postwar opportunity for retail nurserymen to organize a jobbing gardening service, ranging all the way from mowing lawns and clipping hedges to building walks and planting trees and shrubs without landscape plans.

Some firms operated a customers' maintenance department before the war, partly to meet patrons' requests and partly to keep men on the pay roll which they needed for digging and planting in spring and fall. Generally such a department was regarded as a necessary nuisance, that took in only a dollar for a dollar paid out.

But the needs of the gardening public go beyond that. The scarcity and high price of unskilled labor have made rare the old-time neighborhood handy man or yard man. Male house-servants are fewer. The rate of pay of both these categories of help is much out of line with the service they perform because of their utter ignorance of plants and gardening methods. It is not to be wondered that owners of fine homes are discouraged in the upkeep of their grounds and lose their enthusiasm for the fine gardens of other days.

Such homeowners welcome a godsend the nurserymen or jobbing gardeners—of which latter there are too few of competent character—who will renovate or restore plantings, prune or replace shrubs, prune and revive hedges, feed and mow lawns, set the perennials and annuals in the border, weed and even water gardens, in an intelligent and efficient manner. Such service restores the looks of fine home grounds and the pride of their owners. They will pay a good hourly rate for such service, for it usually turns out cheaper than the work of itinerant day help even if the nurseryman charges an hourly rate from fifty to 100 per cent higher, because the speed and efficiency of intelligently directed workmen are so much greater.

Not only is this service of jobbing gardening an opportunity for the local retail nurseryman to promote pride and enthusiasm in his customers' plantings, but it will also

prevent the return and increase of an undesirable type of competition. If this type of work is left to the odd jobs men, fix-it shops and other types of operators, they will in a short time become distributors and planters of nursery stock themselves, in spite of their ignorance of plants and their proper uses. And the public's gardening interest may be dampened as much by mistaken and unsuccessful plantings as by any other means.

Jobbing gardening service should not be a makeshift in the hands of the nurseryman, any more than others. For this work, set up a department of your business designed for the purpose and seek to operate at a profit and to gain customers for that service.

Such a department will develop and foster customers for trees and shrubs. Their interest in gardening will be increased; their pride in their home grounds will be enhanced, and the community will be a reflection of the better service of the nurseryman.

SOURCES OF FARM LABOR.

The outlook for farm labor in 1946 is not bright, help being short in most places. Nurserymen, in common with fruit growers and farmers the nation over, are wondering where they will get enough help for the season.

Michigan plans to import large numbers of Texas Mexicans and Mexican nationals to harvest the fruit crop. A recent meeting of the Virginia farm labor committee suggested that the United States raise immigration restrictions to permit farm workers from war torn countries to come over and help produce the food that will be sent abroad to relieve the shortage in Europe. Workers from the Netherlands and Scandinavian countries were particularly sought.

Arrangements are being made, according to the United States Department of Agriculture, with the Mexican government to import workers. The department has already completed negotiations with Bahama, Jamaica, Honduras and other West Indian governments for the importation of workers. After completion of the Mexican negotiations, the U.S.D.A. will make allocations according to states. However, state sources must be exhausted before any application can be made to the U.S.D.A. for workers. The department urges the full use of local supplies of labor.

The Mirror of the Trade

Preview of the Florida Landscape

By L. L. Kumlien

One of the pleasures of attending the American Association of Nurserymen convention each summer is the opportunity to add to our knowledge of the trees and plants of other localities. This year, because of meeting in tropical Florida, many nurserymen from northern states will find a new world of trees and plants, almost none of which are found in the north.

The state of Florida is the second largest in size east of the Mississippi, being only slightly smaller than Georgia. It extends for hundreds of miles from its northern border to the end of the Florida keys. Over this wide range there is a considerable variation of climate and in the type of nursery stock planted. In the region about Miami, which is in the southern part of Florida, northern nurserymen will find little planting material with which they are familiar.

Opportunity will be made during the convention for a trip to various places where local flora may be observed. It is much worth the effort to visit one of the new arboreta which is rapidly becoming widely known, the Fairchild Tropical Garden, at Coconut Grove, a suburb of Miami. The palms are the center of interest in this garden, but there are many other specimens of trees and plants there.

There is also a small privately owned arboretum near Hollywood, not far from Miami, called the Fla-

mingo Groves Tropical Botanic Garden. Visiting nurserymen interested in observing the local use of nursery stock will find both of these institutions much worth visiting.

It is natural that in an area so favored by climate as Florida one may find an endless number of oddities and unusual plants, not only among ornamentals, but also in tropical fruits. This brief discussion, however, will include only an outline of the more common materials which are used extensively in ornamental landscape plantings. Snapshots of many of these items which may be of interest in identifying the more common trees and shrubs are included.

The Australian pine is widely planted throughout the lower part of Florida. It is used for specimen planting, for low hedges, for tall screens, for planting next to the seashore and for all formal uses, as it is easily clipped and shaped. While it is commonly known as Australian pine, or beefwood, this tree does not belong to the conifer family, but it is botanically known as *casuarina*. There are numerous species, but the type most commonly seen is *equisetifolia*. The Australian pine gives to planters in Florida many effects which northerners obtain with *arborvitae* and juniper. There are no conifers, except rare specimens, commonly grown in southern Florida.

Anyone who has but a casual acquaintance with the palms realizes

that they run into hundreds of forms. At the Fairchild Tropical Garden, previously mentioned, there is probably the largest collection of palms to be found anywhere.

Among the most popular and commonly planted palms in southern Florida are the coconut palms, of the genus *cocos*, easily distinguished by the familiar fruit.

The Washington palm, or petticoat palm, is also widely planted. It has a rough, irregular trunk and usually retains a layer or two of dead leaves at its crown, which gives it the name, petticoat palm.

The aristocrat of palm trees is the royal palm. Many avenues of it are seen and many specimens on private grounds. It is easily distinguished by its trunk, which has the appearance of scrubbed alabaster in a very light gray or whitish color, the trunks usually being straight.

The Canary Island palm, *Phoenix canariensis*, is a low-growing bushy form, commonly seen around homes. It makes a feathery, graceful specimen. Among the other palms occasionally seen is the screw pine, *pandanus*, a palm tree with cones like a pine.

The sago palm, while not actually a member of the palm family, has the appearance of a palm. Its leaves are deep green, leathery, waxy and shiny. It grows usually with a low bushy head on a short stem. This tree is one of the most ancient of trees, belonging to the gymnosperms.



Balsa Tree.



Cafeput Tree.



Screw Pine.

It is a cycad, a remnant of earlier plant life of this planet.

The agave, sisal or century plant, *Agave americana*, is a familiar sight with its extremely thick heavy leaves with sharp spiny tips. This is an item of commerce in making rope.

While oleanders are not exclusively used in Florida, being found in wide use in other parts of the country, they do find wide acceptance in southern Florida. They grow into thick, bushy shrubs and are popular because of attractive flowers from white to red. This is one of the most showy plants because of its free-flowering habit.

The bougainvillea is essentially a part of southern Florida. It is extensively used as a vine over trellises, doorways and fences and is frequently trimmed into a shrub. It is a prolific bloomer throughout most of the year, with various colored flowers, mostly red and purple.

There are hundreds of varieties of crotons, highly prized for their ornamental foliage. They are extensively used about homes to add color and interest. The foliage is yellow, red and different variegated combinations. This is one of the most common of the Florida shrubs.

Among the most popular shade trees is the cajuput tree, *Melaleuca leucadendron*. It has light brown corky bark, which peels off somewhat as does that of our northern white birch trees.

A standard item in the landscape plantings of this region is some form of citrus fruit. Most of the citrus fruits have a highly ornamental value for the reason that they retain their shiny green leaves and usually have flowers, green fruit and ripe fruit at the same time, so that they are always of interest. There are not only

oranges, but also lemons, grapefruit, kumquats, citrons and, in protected spots, limes.

The hibiscus includes a large group of fast-growing shrubs with glossy leaves, producing large flowers up to five inches in diameter. There are probably seventy-five or more varieties, which vary in color of bloom. They are extensively planted in ornamental use.

In addition to the items mentioned, there are a great many interesting and unusual trees to be seen. One is the sausage tree, *kigelia*, which has fruit resembling long fat sausages.

The balsa, *ochroma*, which has a very light wood, frequently used for making airplane models, has an immensely wide heavy leaf, almost as large as a rhubarb.

The kapok tree is completely covered with sharp spines. This tree is of considerable commercial value, furnishing filling for mattresses and furniture, but is occasionally seen in ornamental use.

Among the other commonly seen items are bananas and various plants of the rubber family, crape myrtle and privet.

While the brief summary here presented will be recognized by anyone as including only a few high spots of the Florida landscape, visiting nurserymen from the north will perhaps be able to identify many items when visiting in Florida. In adding to their knowledge of plants, they will be able to gain a new appreciation of the interesting trees and plants of that region.

CLOSED from 1942 to 1946 because Proprietor Fred Tvedt was in the navy, the Doring Nursery, Valhalla, N. Y., has reopened.

SPRING IN THE SOUTH.

Although the south experienced one of the wettest seasons in nursery shipping history and the labor situation was only slightly improved, hampering operations considerably, nevertheless the sales volume was good, as over the rest of the country. How one southern firm fared is reported by Henry H. Chase, secretary-treasurer of the Chase Nursery Co., Chase, Ala., who writes:

"From the standpoint of weather, this past shipping season was by far and away the worst in our 56-year history, according to those who have been here during our lifetime. Rainfall was extremely heavy from the middle of November and has hardly abated in June. The result, of course, was that we were terribly hampered in executing orders, as was every other firm in this section.

"Labor has improved somewhat, but is not yet good. Labor prices have continued to increase, and efficiency is still short. The expense in that department is heavy. We have never employed prisoner-of-war labor, although some of our neighbors did.

"Our sales volume this past season was highly satisfactory. We had a good turnout of shrubs and rather substantial price raises throughout the line, with a few exceptions.

"One of the most interesting features of the past season was the fact that we sold a great many evergreens on an 'as is, where is' basis, and sold perhaps 3,000 plants without ever touching them with our own labor. Most of these sales were to landscapers and dealers who live within a radius of 100 miles, although one man came from northern Indiana to



Canary Island Palm.



Washington Palm.



Sago Palm.

dig his own. This indicates that perhaps substantial raises are in order for B&B size evergreens for this coming season.

"The supply of shrubs in this section is shorter than a year ago in finished 2-year material, although there appears to be more 1-year stock. The heavy rainfall has promoted excellent stands for the most part. Of course, we are not in the fruit tree business, but we gather that there is a considerable increase in all lines of fruit trees.

"There have been few evergreens planted in this section in the past three or so years, and there is a big shortage of salable sizes in coniferous material. There is considerable large stock, too large for the distance to market, and the evergreen situation here, to our way of thinking, is going to require another two or three years to become normal.

"Demand for lining-out stock in all types of material was extremely heavy this spring. Few of the orders we received were booked as placed. Firms who in the past have bought in the hundreds of an item attempted to secure thousands this time. We were forced to prorate orders in an attempt to see that everyone got his share. The indication is that the demand will continue for another three or four years on most items, until the nurserymen can get their plantings where they want them."

SOCIETY'S PEONY SHOW.

The American Peony Society staged a splendid show in the Gas-Electric building, Rockford, Ill., June 15 and 16, not large in size, but of unusually fine quality.

Near one entrance was an exhibit by A. L. Murawska, of the River Drive Peony Garden, River Grove, Ill. Another display was of herbaceous hybrids by Lyman D. Glasscock, Elwood, Ill., known for his hybridizing work. Because the judges were unable to choose between them, two blooms, instead of the usual one, were selected as the finest in the show. They were the dark red Illini Belle, a Lyman Glasscock origination exhibited by M. C. Karrels, Milwaukee, Wis., and Hansina Brand, the best blush pink in the show, entered by A. L. Volz, also of Milwaukee, Wis.

Best white single was Exquisite, exhibited by James Mason, Chicago. The best red Jap was Dignity, entered by A. L. Murawska, of the River Drive Peony Garden, River Grove, Ill., and Mr. Murawska's entry of Ama-No-Sode also made the court of honor as the best Jap pink. June Giant, entered by Neal R. Van Loon, Newton, N. J., was chosen as the

best red. Best dark pink was Mme. Emile Debatene, shown by A. L. Volz, who placed again in the court of honor with LeCygne, the best white. Dorothy J., from R. H. Jones, Peru, Ind., was the best light pink, and Dolorodell, exhibited by M. C. Karrels, was the best medium pink. The American Peony Society's gold medal, in the class for sixty varieties, was won by R. A. Napier, Blue Island, Ill. River Drive Peony Garden placed second.

G. J. Boehland was general chair-



Australian Pine, or Casuarina.

man of the show committee and was assisted by Roy Gayle, Rockford, regional vice-president, and local members of the society.

Banquet and Meeting.

More than 100 members and guests attended the banquet, held on the evening of June 15 in the Rainbow room of the Faust hotel. After dinner, President George Peyton introduced some of the notables present, including A. M. Brand, Faribault, Minn.; R. A. Napier, Blue Island, Ill.; Miss Mabel Franklin, Minneapolis, Minn.; W. W. Cook, Clinton, Ia., treasurer; L. W. Lindgren, St. Paul, Minn., vice-president; W. F. Christman, Northbrook, Ill., secretary; R. W. Jones, St. Paul, Minn., and Mrs. Knapp, daughter of R. H. Jones, Peru, Ind., the young lady for whom the variety Dorothy J. was named.

The society then held its annual meeting. Secretary Christman's re-

port showed 134 new members during the past year; membership now stands at about 900.

In the election of directors, W. F. Christman, A. P. Saunders, Clinton, N. Y., and Charles F. Wassenberg, Van Wert, O., were reelected directors for 4-year terms. George W. Peyton and L. W. Lindgren, whose terms expired in 1945 but who continued as directors because there was no annual meeting last year, were reelected for 3-year terms. To fill the seat occupied by the late J. A. Bongers, M. C. Karrels, Milwaukee, Wis., was elected.

At a meeting of the board of directors held June 16, George W. Peyton, Rapidan, Va., was reelected president of the society. M. C. Karrels, Milwaukee, Wis., was named vice-president. W. W. Cook and W. F. Christman were reelected treasurer and secretary, respectively.

MEMORIAL OAK.

Soil from each of the forty-eight states and from all the territories of the United States was placed about the roots of a white oak tree which was planted Memorial day on the Capitol grounds and dedicated as a living memorial to those who gave their lives in World war II. Since the idea was originated by a Texan, Mrs. Grover C. Johnson, Wichita Falls, the dedication was made by Senator O'Daniel, of Texas. The tree was accepted for the government by Representative Rankin, of Mississippi, chairman of the world war veterans' legislative committee of the House of Representatives. Each state and territory sent a young lady to Washington, D. C., to represent it at the dedication.

GORDON Z. RAYNER, former park superintendent at Sheboygan, Wis., recently became new superintendent of parks at Tacoma, Wash. The son of a florist, Mr. Rayner obtained his master's degree in forestry at the University of Michigan in 1933 and was employed in private nurseries several years.

ANDY DRIVER has sold his nursery and vegetable garden business at Northfield, Minn., to Herbert George Jensen, Duluth. Mr. Driver had operated the business since April 1, 1934. He had expanded the plant with the erection of additional greenhouse space and also had built a residence on the property. Mr. Jensen, who received a medical discharge from the navy after being wounded in action off the coast of Japan, had been engaged in the nursery business at Hover, Wash.

AMERICAN ASSOCIATION OF NURSERYMEN

RICHARD P. WHITE,
EXECUTIVE SECRETARY



636 SOUTHERN BLDG.,
WASHINGTON, D. C.

CONVENTION PROGRAM.

The program of the A.A.N. victory convention and meetings of affiliated organizations has been planned with an eye to pleasure as well as business, so that ample time for sight-seeing, recreation and relaxation is provided.

Meetings.

The general meetings of the A.A.N., scheduled for Tuesday and Thursday, July 16 and 18, will feature several outstanding speakers, as well as take up the business of the association, reports of officers and committees and the election of officers. Topics to be presented in committee reports requiring consideration of the board and the convention as a whole relate to A.A.N. legislative and quarantine activities, market development and the publicity program.

The executive committee will meet Sunday and Monday, July 14 and 15, and in the evenings of Tuesday and Wednesday, July 16 and 17. The newly elected executive committee will meet late in the afternoon Thursday, July 18, after the closing session and before the gala banquet.

Meetings of affiliated associations will be held Saturday, Sunday and Monday, July 13 to 15.

A full schedule of convention events appears on the opposite page, with a detailed program of the meetings of the A.A.N. and the National Landscape Nurserymen's Association.

Speakers.

Three speakers will be featured on the A.A.N. convention program. Dr. S. L. Emsweller, principal horticulturist for the United States Department of Agriculture, will describe the breeding work on ornamentals being conducted at the horticultural research center, at Beltsville, Md. Under Dr. Emsweller's direction several new and promising strains of azaleas and hardy chrysanthemums have been developed, as well as many florists' plants.

Dr. John T. Bregger, Clemson, S. C., associate secretary of the American Pomological Society, will present the results of the fruit variety survey being conducted by the American Pomological Society and the

A.A.N. Mr. Bregger is in charge of the survey for the A.P.S.

One of Florida's outstanding landscape contractors will discuss "Landscape Problems of Florida." He is Jack O. Holmes, president of Jack O. Holmes, Inc., Tampa. At the Florida state fair in February Mr. Holmes' firm entered the prize-winning landscape exhibit.

Farewell Banquet.

Final convention celebrating will be done at the gala banquet to be held Thursday evening, July 18, in the exotic outdoor Palm Gardens of the Roney Plaza hotel. Buffet dinner will be served at 7 p. m., and afterward there will be music and dancing under the stars until time to board the special return trains leaving at 12:01 a. m. Pictured on this page is the beautiful fountain, off which are the dining and dancing areas.

CONVENTION TRAINS.

It is not certain to what extent compartment and bedroom accommodations will be available on the A.A.N. special convention trains, Pullman Co. officials have informed W. J. Smart, A.A.N. transportation manager. Definite information may be delayed until the trains are made

up just prior to the time of departure.

In the event that bedrooms and compartments are not available to any of those who have reserved them, refund for the difference in cost between these accommodations and berths will be made to those who are changed to the latter, states Mr. Smart.

APPROPRIATIONS BILL.

The agricultural appropriations bill has passed both the Senate and the House of Representatives and has been reported from conference. With only one or two points still in controversy between the branches of Congress, the bill is about ready for the President's signature.

Both the American Association of Nurserymen and the Society of American Florists urged increased appropriations for research on ornamental plants, and representatives from the two organizations appeared before the budget bureau and the Senate committee. Of the \$92,240 requested by the A. A. N. for ornamental research, only \$36,300 was allowed by the budget bureau. The House appropriated nothing, but the Senate passed the full \$36,300 increase. Conferees would allow only \$5,200, and this was earmarked for azaleas. However, increased appropriations were obtained for the national arboretum, research affecting ornamentals, and for other items.

THE Arborist Supply Co. was started in February at Rye, N. Y., with R. E. Murray, formerly with the Muench Machine Co., Stamford, Conn., general manager.



View in Palm Garden at Roney-Plaza Hotel, Where A.A.N. Banquet Will Be Held.

American Association of Nurserymen

Seventy-first Convention, at Miami Beach, Fla.

COMPLETE PROGRAM SCHEDULE

SATURDAY, JULY 13.

- 9:30 A. M. Ornamental Growers' Association, Stock Committee. Parlor A, Georgian hotel.
2:30 P. M. Wholesale Fruit Tree Growers' Association, Stock Committee. Parlor A, Georgian hotel.

SUNDAY, JULY 14.

- 10:00 A. M. Ornamental Growers' Association. Parlor A, Georgian hotel.
11:00 A. M. A. A. N. Executive Committee. Mezzanine, Shelborne hotel.
2:30 P. M. A. A. N. Executive Committee. Mezzanine, Shelborne hotel.
2:30 P. M. Wholesale Fruit Tree Growers' Association. Parlor A, Georgian hotel.

MONDAY, JULY 15.

- 9:30 A. M. All-America Rose Selections, Inc. Parlor A, Georgian hotel.
9:30 A. M. Retail Nurserymen's Association of the United States. Mezzanine, Shelborne hotel.
2:00 P. M. A. A. N. Executive Committee. Mezzanine, Shelborne hotel.
2:00 P. M. National Association of Plant Patent Owners. Parlor A, Georgian hotel.
9:30 A. M. and 2:00 P. M. National Landscape Nurserymen's Association. Coral room, Ritz Plaza hotel.

TUESDAY, JULY 16.

- 10:00 A. M. A. A. N. General Meeting. Main dining room, Ritz Plaza hotel.
Call to order, by President Arthur H. Hill.
Report of credentials committee.
Roll call of delegates.
Address, "Welcome to Miami Beach," by Tom F. Smith, director, Miami Beach Convention Bureau.
10:40 A. M. President's message, by Arthur H. Hill.
11:00 A. M. Treasurer's report, by Howard C. Taylor.
11:20 A. M. Report of executive secretary, by Richard P. White.
2:00 P. M. Roll call of delegates.
2:10 P. M. Review of committee activities, by Vice-president Richard H. Jones.

- 2:45 P. M. Nomination by regional delegates for executive committeemen, 1946-47.
Nominations for officers, 1946-47.

- 3:15 P. M. Board agenda.
4:00 P. M. Address, "Landscape Problems of Florida," by Jack O. Holmes, president, Jack O. Holmes, Inc., Tampa, Fla.

WEDNESDAY, JULY 17.

- 10:00 A. M. Nikko-Wofford cruise.
8:00 P. M. National Nurserymen's Protective Association. Parlor A, Georgian hotel.

THURSDAY, JULY 18.

- 10:00 A. M. A. A. N. General Meeting. Main dining room, Ritz Plaza hotel.
Roll call of delegates.
10:10 A. M. Discussion of committee reports.
Arbitration.
Botanical gardens and arboretums.
United horticulture and plant nomenclature.
Legislation.
Market development and publicity.
Membership.
Quarantine.
Horticulture standards.
Trade practices and ethics.
Trade relations.
Transportation.
11:30 A. M. Address, "National Fruit Variety Survey," by John T. Bregger, associate secretary, American Pomological Society, Clemson, S. C.
2:00 P. M. Roll call of delegates.
2:10 P. M. Address, "Research on Ornamentals by the United States Department of Agriculture," by Dr. S. L. Emsweller, principal horticulturist, Beltsville, Md.
2:45 P. M. Discussion and adoption of budget.
3:00 P. M. Report of committee on necrology, by F. R. Kilner.
3:20 P. M. Completion of board agenda.
4:00 P. M. Election of executive committee and officers.
7:00 P. M. Buffet banquet. Palm Gardens, Roney Plaza hotel.

FRIDAY, JULY 19.

- 12:01 A. M. Special trains leave for Chicago and New York.

National Landscape Nurserymen's Association

Ritz Plaza Hotel, Miami Beach, Fla.

MONDAY, JULY 15.

- 10:00 A. M. President's address, by Donald D. Wyman, Bay State Nurseries, North Abington, Mass.
10:15 A. M. Report of secretary-treasurer, by Harold E. Hunziker, M. J. Hunziker & Sons, Niles, Mich.
10:30 A. M. Report on "Industrial Planting" booklet and "Aftercare" booklet, by George Siebenthaler, Siebenthaler Co., Dayton, O.
10:45 A. M. Address, "The Fundamentals in Designing Small Home Grounds" (illustrated), by John V. Watkins, department of horticulture, University of Florida, Gainesville.
11:30 A. M. Address, "Good Labor Relations," by Charles S. Burr, C. R. Burr & Co., Inc., Manchester, Conn.
12:00 Appointment of committees.
1:30 P. M. Address, "Selling Plantings from Sales Grounds," by Ray Hartman, Leonard Coates Nurseries, Inc., San Jose, Cal.
2:00 P. M. Address, "Personnel of a Landscape Organization," by Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky.
2:30 P. M. Address, "Costs in Landscape Operations," Harold E. Hunziker, Niles, Mich.
3:00 P. M. Discussion, "Results of War Memorial Planting Program." Questions and answers.
3:45 P. M. Election of officers.
4:00 P. M. Adjournment.

Developing Sales and Display Grounds

PART III - THE SALES BUILDINGS

By Harold E. Hunziker

As has been noted in the previous article on "attention-getting," there has been little uniformity in locating the sales building or buildings on the sales grounds, by the various designers in the contest for plans of nursery sales and display grounds. However, the majority of the designers considered that the sales building should be located somewhere near the center of the area. This would make it easy to reach from both the main highway and the parking areas, and from all of the outside display and service divisions of the property. A few designers had sales buildings located at one side of the property. Also, as noted before, two or three exceptionally good plans had the sales building near the front property line.

On the whole, major thought was given to the design and arrangement of the building or buildings on the display grounds. In fact, this observer found the study of the various building arrangements was one of the high points in reviewing the plans.

Essentials of a Sales Building.

The sales building or buildings should be designed for compactness and convenience in carrying on the business operation of the nursery sales and display grounds. Most of the designers found it desirable to have a salesroom which might serve as a display area for those things

which could not logically be kept outdoors. This display room usually contained a desk for a salesman and various arrangements for tables, for displaying pottery, garden books, small garden tools and packaged fertilizers, seeds, sprays and bulbs, etc.

It seemed desirable to provide additional room or rooms for the manager and secretarial staffs. If the concern was interested in landscape work, a drafting room was provided. A wrapping room was deemed necessary which would serve as a general utility room for wrapping and unwrapping pottery, etc., and facilities for storage of some items, to replenish those on display in the salesroom. Cabinets could be provided here for other supplies used on the premises.

Usually, a garage was provided in connection with the office, for one or more trucks, and in here were stored the garden tools and small equipment which were necessary for the operation of the grounds and possibly for some landscape work off the grounds. In some plans, the garage and tool areas were in separate buildings or rooms away from the main office building. (These service buildings and areas will be reviewed in another article.) In or near the garage, provisions were often made for areas for potting plants in the spring or when weather was unfavorable. Under the

benches bins were provided for topsoil, peat moss and fertilizers for potting purposes or bulk sales. Additional provisions should be made someplace on the property for the storage of larger supplies of fertilizers, seeds, etc. This storage should be especially provided for, so as to take care of the items which are out of season, to leave the salesrooms uncluttered, and then there would be ample space to display the items which had current sale.

Other essential rooms would be the washrooms for women and men, and an additional one for the help, if desired. These should be attractively worked out and not just inserted as an afterthought, as expressed by one designer.

A plan typically showing the above features was designed by Jan B. Vanderploeg, of North Muskegon, Mich. (Figure 6).

Other Features.

The above discussion pretty well covers the items which would be included as a minimum building for the sales and display grounds. It is desirable to notice the many other features which were included on various plans. Many of these, or possibly all of them, would be desirable features to include on some grounds. It would be up to the individual operator to determine just how many of these

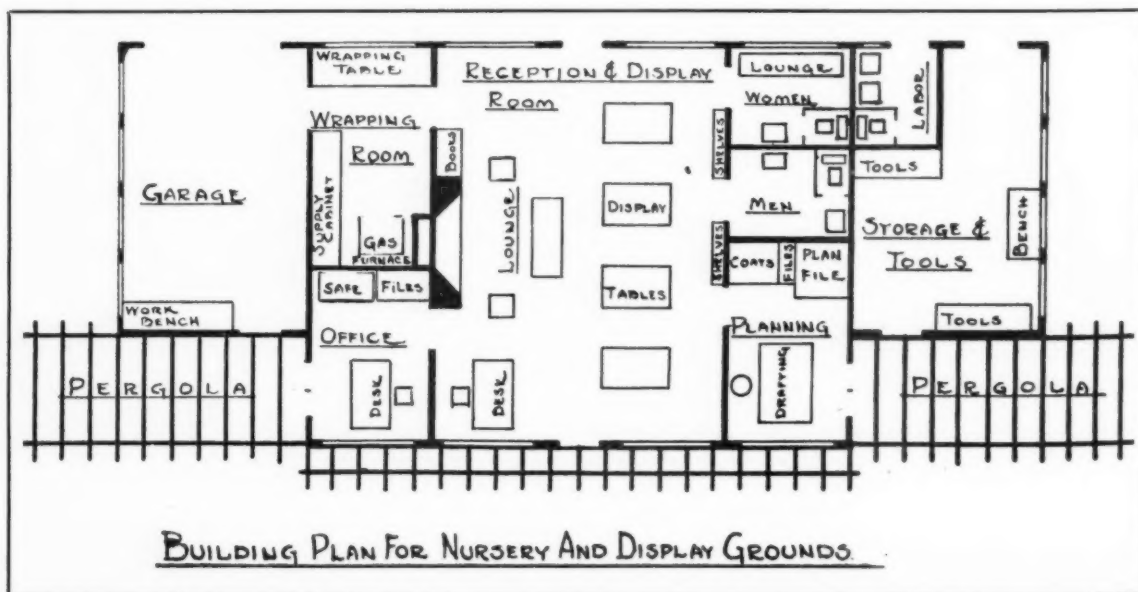


Figure 6. A floor plan detail showing the essentials in a sales grounds building. This was designed by Jan B. Vanderploeg, North Muskegon, Mich. Mr. Vanderploeg won an honorable mention on his plan.

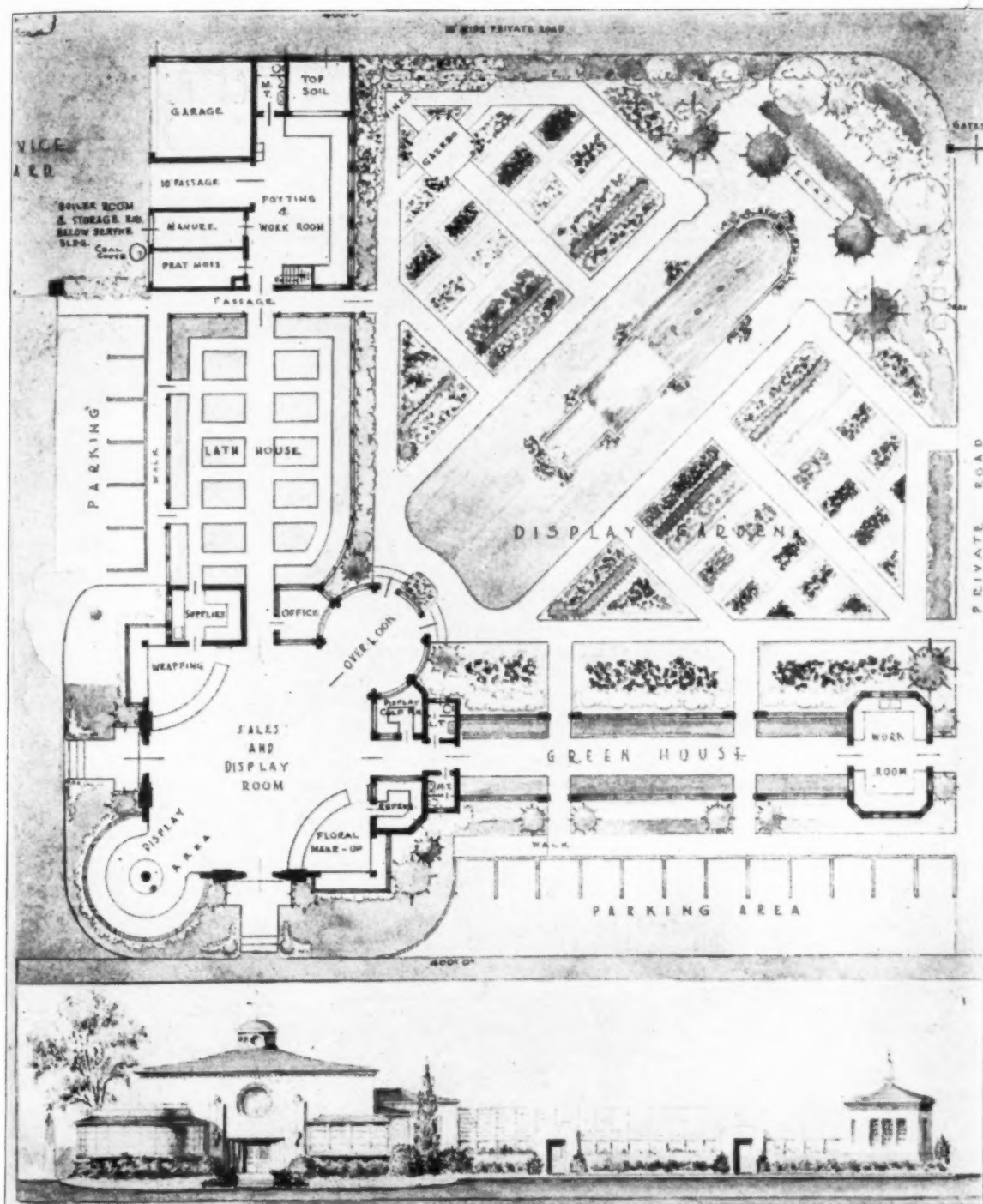


Figure 7. This sales grounds building contains almost everything to be desired, though it may be too elaborate for many sales grounds operators. Note the interesting display garden with "over-look" from sales building. It was designed by John J. Wilkens, Cincinnati, O. His plan received an honorable mention in the N.L.N.A. competition.

additional features would work out to his advantage in the operations which he will undertake. To make the review more complete, enumeration will be made of some of these other ideas noted on the plans.

Some of the sales buildings made a

special use of basement rooms where well pumps were kept, and employees' locker rooms with showers and toilets. Freight elevators to take plants and materials from the basement storages to the upper floors were shown on several plans. Other

designs had large storage areas in the attic of the building, with access gained through stairs, or in smaller quarters disappearing stairs were used. Provisions were made on the second floor for living quarters for owner or

[Continued on page 32.]

Plant Notes Here and There

By C. W. Wood

As mentioned in the June 15 issue, the few lily species for which there was not room in the previous enumeration will now be discussed. I should have omitted them entirely had they not included at least two of my favorite lilies.

One of these, the Nankeen lily, *L. testaceum*, is, or should be, one of our most popular kinds. Hardy, easily grown when botrytis is kept under control and beautiful in its light apricot color, with a few red spots, it has everything that one could ask for in a lily. There is some question about its origin since it first appeared in the famous Haage nursery, at Erfurt, Germany, in 1836, although it is generally supposed to be a hybrid between the Madonna lily and *L. chalcedonicum*. In fact, it scarcely could be anything else when we take into account the subsequent intentional crosses made of these two subjects—crosses which produced similar children, according to the records as they are reported in the literature. Whatever the parentage may be, the child is a lovely one, growing up to six feet in height (usually not more than three or four feet as it grew here in northern Michigan) and producing as many as ten fragrant flowers to a stem. A sunny site in rather light soil, with the bulbs planted about four inches deep, seems to suit it.

The tiger lily needs no introduction from me, and I thought at first that it would need no recommendation either. Then I thought how "familiarity breeds contempt" and decided to say a few words in its praise and especially of its varieties *fortunei* and *splendens*. The type itself is, as you well know, an indestructible plant, probably more so than any other lily, and when its associates are well chosen, one of the better flowers of the August garden. The greatest value of *fortunei* is found in its floriferous nature, while *splendens* has larger flowers and the color, a heavily spotted, rich salmon-red shade, is more pleasing to most persons. Both varieties need the same simple treatment given the type. Mosaic seems to be present in most commercial stocks of *L. tigrinum* and its varieties and especially in the double-flowered form; so one should be choosy when selecting his foundation.

Although I have never been especially fond of the ordinary red *L. umbellatum*, I have been favorably impressed during the past few years

by a long series of umbellatum forms growing in the garden of a friend. Basing my judgment on that collection, I should expect the following kinds to be good property in the neighborhood nursery. Golden Fleece, gold, tipped scarlet; Invincible, orange, tipped red; Prince of Wales, golden-yellow, tinged orange, lightly spotted; Splendidum, bright orange-vermilion, late-flowering.

Our notes end with a lily, *L. willmottiae*, that should be one of the favored in American gardens. That is true for a number of reasons, not the least of them being a profusion of brilliant orange-red, black-spotted, Martagon-like flowers during early July. Add to that an amiable disposition and one has a good garden plant. Its only drawback, so far as I have discovered, is a too slender stem for a height of four or five feet, which calls for staking. It is also said to have the disconcerting habit of bud blast, i.e., being unable to open all of its buds. But that seldom, if ever, occurred here if the

plants were given up to half shade. It does happen, however, in full sun, even when planted eight or nine inches deep, as is recommended for culture in sun.

Indigofera.

When I search the catalogs and find so few indigoferas, I am at a loss to understand the situation. It is partly explained, of course, by the fact that the books tell us most of the 300 or more species are confined to the tropics and by the actual experience of investigators in the north in finding that many of the kinds reputedly hardy here kill to the ground every winter. But a few have strayed

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far enough away from the tropics to make them useful even this far north. For instance, *I. kirilowi*, from northern China and Korea, is not only hardy, but experience in this garden, where it grew for years, prompts me to second Bailey's statement that it is a "beautiful species, with flowers as large as *Robinia pseudoacacia*, bright rose color." The same may be said of *I. amblyantha* and *I. potanini*, the first with flowers of a paler pink shade and the other of a lilac-pink color.

In warmer climates these are all shrubs which grow to a height of four to six feet. As they grew here, they were entirely herbaceous, showing no tendency to become even the subshrub which some of the books would indicate. Nor do they ever reach the height they are supposed to; rather, they seldom exceed fifteen inches here. But they spread from the roots, soon filling a broad space with their pretty legume foliage and producing a bountiful crop of lovely pea flowers, commencing in early June and continuing well into July, sometimes, in the case of *I. kirilowi* at least, even longer. Their field of usefulness as garden plants is somewhat curtailed by their spreading habits, which tell one to keep them away from delicate plants and others that resent disturbance. But I can think of few others of equal beauty that would make a better covering for dry banks and other difficult sunny places and as a soil binder on steep slopes. They are easily grown from seeds, which are sometimes available from American sources. Division is another ready means of increase, as are root cuttings and no doubt stem cuttings, too.

***Silene pennsylvanica*.**

Even the most confirmed lover of exotics will have to admit that the United States holds the loveliest of catchflies. Yet, like many other plants as well as prophets, most of them are not without honor save in their own country. How many gardeners, for instance, know the beauty of *Silene pennsylvanica*? Here is a plant that grows naturally throughout the eastern states from New England to South Carolina, making brilliant many a hillside in late spring. One could understand its infrequent use in gardens if it were difficult of cultivation, but that is not the case. If it has a preference, it appears to be for a sandy or gravelly soil containing an abundance of leaf mold, preferably on the acid side, although I have grown splendid specimens in rich border soil that grew ordinary lime lovers. Here in northern

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Michigan it has always been most permanent in light shade. Its near relative, known to botanists as *S. wherryi*, on the other hand, seems to prefer a limy soil (it is said to grow naturally on limestone cliffs along the Ohio) and, here at least, does best in the same lightly shaded situations.

These two closely related catchflies should serve the neighborhood grower well. They bloom at a time when their brilliant pink flowers are sure to catch the eyes of visitors whose plant fever is at the highest point. And they will serve their buyers as well if they are given ordinary care. Luckily, they can be moved with ease while they are in flower, something that cannot be said for all catchflies. Their height of six inches makes them likely candidates for many garden uses, especially when planted in generous groups. Propagation is easy in early spring by pulling the tufts away from the crown with a heel.

Garden Pictures.

A follower of this column writes as follows: "I, and I suspect a lot of other neighborhood growers who are called upon to do planting for their customers, would be grateful for some suggestions along that line."

To one who has never made a serious study of landscape architecture that is quite an assignment. In fact, I do not enter into the task with the thought that I shall be of much help; certainly, I shall not be able to say with authority to do this and not do that. But if a brief recital of some of the pleasing pictures seen during forty years of observation of the horticultural scene would be helpful, I shall be glad to devote a little space now and then to the subject. If you are interested in this phase of work, look for notes from time to time under the title used for this section.

This is a presentation of a June picture admired in a Cleveland garden for several seasons a score or more years ago. It stands out in my memory as one of the highlights in an estate garden which had something to interest one throughout the year.

At the back of a 10-foot space of a wide (perhaps ten feet) border were grouped fifty or more *Delphinium Belladonna* (still an incomparable color in larkspur for garden use and for cutting). Directly in front of the larkspur were smaller groups of the ever-useful, perennial, buff-colored foxglove, *Digitalis ambigua*, and a rather pale form of the peach-leaved bellflower, *Campanula persicifolia*. Then came drifts

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of *Linum flavum* and white Chinese larkspur, with an edging of *Silene alpestris*. The association would no doubt be equally effective on a much smaller scale.

A few comments on two of the lesser known plants, *Digitalis ambigua* and *Linum flavum*, mentioned before may not be out of place. The first of these is, considering its merits, a much-neglected plant. A true, though often short-lived, perennial, it has the merit of being more stable than *D. purpurea* forms, even during its first year. Its stability is partially accounted for, no doubt, by the fact that the leaves are less downy than in *D. purpurea*. In fact, they are down only on the bottom. That makes a plant with a green rosette, compact and slightly at all stages. From it spring 2-foot (even 3-foot in rich soil) spikes of buff (maybe pale yellow to you) foxgloves in early summer.

I have probably dwelt upon *Linum flavum* before, but even so, it will bear repeating, for it is a grand plant, especially in certain associations, including the one we have been talking about. Several reports have come to me telling of its impermanence—a condition which is no doubt brought about by improper soil. In the garden mentioned, which had a heavy clay soil to commence with, the plant was short-lived until it was suggested to the gardener that the addition of a lot of grit might improve its behavior. And that proved to be the solution. I have noticed since on more than one occasion that it is both hardy and permanent in the light soil of a rock garden, while it passes out quickly in the heavy border soil of the same garden. The plant is an ornament at all stages, from its pretty shapely green bushes of spring and autumn through its production of large heads of lovely golden-yellow flowers throughout the weeks of early summer.

Aster Spectabilis.

At one time in my garden life aster species were a passion with me. I could not tell without looking up the records how many were under observation, but it does not take any references to remind me of the pleasure I received from *A. spectabilis*. It is, in my opinion, one of the best of the many neglected kinds. It would be useless, no doubt, to try to find the reasons accounting for the popularity of the New England and New York asters among gardeners and the attention they have had from plant breeders, while their neighbor, the showy aster, has been utterly ignored.

[Concluded on page 23.]

"IT'S JUNE BUDDING TIME"

Our Seedlings and Grafts are sufficiently advanced to permit an intelligent quotation on all **Fruit Stock** for the 1946-47 season, and we would make some favorable prices on some early contracts.

We would welcome a few contracts on **Apricot, Plum and Peach**. We have a dependable bud source and will use extreme care in keeping our stock as described.

Thanks for the nice compliments on our stock last year. We will do our best to serve you well again.

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Grapevines, Currant Roots,
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Small Fruit Specialists.

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On and Off the Nursery

By L. C. Chadwick

CHLOROSIS OF ORNAMENTAL PLANTS.

One of the physiological plant troubles often found in alkaline regions is chlorosis. While deficiencies of other elements may cause chlorosis, the most common cause is a lack of available iron to the chlorotic parts of the plant. It has been pointed out by some investigators that plants showing iron chlorosis may contain as much total iron per weight of tissue as, or more than nonchlorotic plants. This indicates that occasions arise when certain internal conditions render unavailable to the chlorotic parts the iron already present in the plant.

While the above condition may occur, the cause of chlorosis is more generally due to a lack of iron in the soil or, if it is present, to its unavailability. This unavailability may be due to the iron being tied up in various compounds or because of an unfavorable soil reaction. Ferric iron requires a very acid soil to remain available to the plant, and even ferrous iron becomes unavailable above pH 6.5 to 6.8. Therefore it is essential to maintain a definite acid soil reaction if chlorosis is to be avoided.

Chlorosis first appears as a yellowing of the leaves between the veins, gradually includes the whole leaf and finally causes a curling and dying of the margins. Further stages of decline cause a deformed and dieback condition of the branches. Chlorosis is perhaps more often observed in pin oak than other ornamentals, but it is not uncommon with sweet gum, some maples, azaleas and rhododendrons.

Various treatments for overcoming chlorosis have been recommended. None of them are entirely satisfactory. Treatments advocated consist of spraying, injection and soil treatment. One of the quickest means of overcoming chlorosis of plant foliage already present is by spraying. Applications of iron (ferrous) sulphate at the rate of five pounds per hundred gallons of water, plus two pounds of soybean flour and two ounces of Drest, have given good results. The main criticism of this method of treatment is that its effects are limited to the foliage present at the time of spraying. As new foliage develops it may be chlorotic, necessitating subsequent spray applications.

Injection of capsules of ferric phosphate into the trunks or larger

branches of chlorotic trees has been another means of overcoming chlorosis. Five grams of ferric phosphate per inch in trunk diameter is advocated. To give even distribution, at least three holes for a 4-inch tree is desirable. Objections to the injection method are that the correction of the chlorosis may not be uniform, that the holes bored into the trunk of the tree may not heal properly and that the practice of boring several holes into a tree, every few years, cannot but be harmful to the tree.

Soil treatments have been advocated for several years. Results of soil treatments have indicated that this method is not always successful. The lack of uniform results has been due, to a considerable extent, to the materials used, the method of application and the condition of the tree when treated. During the past several years the writer has been investigating the use of various mixtures of materials for soil treatments. The one advocated below has given very satisfactory results during the past two or three years, if the soil

treatment was given before the chlorosis reached a critical stage. It is advisable to make the treatment just as soon as possible after the chlorosis is noticed. Recommendations for soil treatments are given below:

Soil Treatment for Iron Chlorosis.

Material to apply: A mixture of equal parts of iron sulphate (ferrous sulphate), finely ground sulphur (16-mesh or finer), aluminum sulphate, ammonium sulphate.

Rate of application: Trees—two and one-half to three pounds per inch in diameter of the tree trunk; use the heavier application for trees over six inches in trunk diameter and on highly alkaline soils. Shrubs—applications based on pH of the soil; apply not over one to one and one-half pounds of the mixture for each half pH above pH 6.0 per hundred square feet of bed area. The heavier applications can be used in silty or clay soils.

Time of application: Early in the spring or as soon as the symptoms appear in late spring or summer.

Frequency of application: Repeat the application in three or four weeks if improvement does not result from the initial application. Repeat again the following spring if chlorotic foli-

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Azalea Mollis, 1 Tr.	\$0.10	\$0.09
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Charlotte, Vermont

PRINCETON NURSERIES of PRINCETON, N. J.

**SUPERIOR
Hardy Ornamentals**

age develops. In highly alkaline soils one or more applications may be necessary each year.

Method of application: Follow the usual methods of tree and shrub fertilization. Broadcast: This method can be used for shrubs and small trees where the soil can be worked; the chemical mixture should be hoed in and the area watered. Punch-bar: The use of a punch-bar or an electric or compressed air driven soil auger or drill is a common and economical method of tree fertilization and is possible for treating trees for chlorosis. The chemical mixture should be applied in holes distributed evenly beneath the spread of the branches. Start the holes relatively close to the trunk of the tree and space them evenly, fifteen to eighteen inches apart, over the area. Make the holes twelve to fifteen inches deep. Distribute the chemical mixture evenly between the holes, preferably not over one-half pound per hole.

Subsequent measures: An ample supply of moisture will aid in the stimulation of growth and a quicker response to the treatment.

MICHIGAN NURSERYMEN TEACH AT COLLEGE.

Students in the nursery training course at Michigan State College, East Lansing, heard several Michigan nurserymen tell of their experiences in various branches of the nursery business at Monday night seminars which began January 14.

Nurserymen who responded to Prof. F. L. O'Rourke's suggestion that they appear before the students were Martin Olsen, Detroit, who spoke on landscape maintenance; F. J. Fehlberge, sales manager of I. E. Ilgenfritz' Sons Co., Monroe, who explained marketing and distribution from the large wholesale nursery to the retail establishment; Arthur L. Watson, Grand Rapids, who told how to develop a nursery from a small beginning by starting from cuttings and small plants as the basis for a growing nursery; Henry Weller, Weller Nursery Co., Holland, who described the nursery operations connected with the large-scale growing of perennials; Clifford Emlong, Emlong Nurseries, Inc., Stevensville, who told how to grow and market stock for the mail-order trade, and John Riemann, field superintendent of the Pontiac Nursery Co., Romeo, who explained field operations.

In addition to the nurserymen, A. F. Dodge, of the soil conservation nursery, Allegan, and Henry L. Chapman, superintendent of the Beal Botanical Gardens, East Lansing, appeared on the seminar program.

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Norway Spruce, 2½ to 3 ft.....	2.50
Norway Spruce, 3 to 4 ft.....	3.25
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Juniper Pfitzeriana, 3 to 4 ft.....	6.00
Thuja Occ. Woodwardi, 2 to 2½ ft.....	2.25
Juniper Virg. Burki, 4 to 5 ft.....	5.00
Juniper Virg. Canaertii, 5 to 6 ft.....	6.50
Juniper Virg. Glauca, 5 to 6 ft.....	6.50
Juniper Keteleeri, 5 to 6 ft.....	6.50
Taxus Cuspidata Nana, 15 to 18 ins.....	4.00
Thuja Occ. Woodwardi, 6 to 8 ins.....	.15

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Evergreens — Shrubs
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WASHINGTON ASPARAGUS ROOTS
1-yr. and 2-yr.

Raspberries, Red and Black
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The above in quantity lots.

THE PAW PAW NURSERIES

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COVER ILLUSTRATION.

Berberis Gagnepaini.

Berberis gagnepaini is one of the less common evergreen barberries. It is a native of west China and, according to records, was introduced in 1904. It is an upright spreading shrub of about three and one-half to five feet in height and usually narrower than high. The branches are slightly ridged and yellowish in color and bear three-parted spines one-half to three-fourths of an inch in length.

The foliage is among the most attractive of the evergreen barberries. The leaves are narrow and vary in length from about two to four inches. The leaves are sparingly spiny toothed with revolute margins. They are thinner in texture than those of many of the evergreen barberries, dark, glossy green above and pale green beneath.

The flowers are small and yellow and, like practically all other barberries, add little to the landscape value of the plant. The fruits are bluish-black and are produced sparingly except on old plants.

Berberis gagnepaini is not reliably hardy in central Ohio. Those who wish a comparison will find the more common Berberis julianae much more hardy. Like most of the evergreen barberries, it does best in moist but well drained soil in protected situations.

Where it is dependably hardy it finds its use as a foundation plant and possibly as a low hedge in protected situations.

L. C. C.

PLANT CLINIC.

In answer to the article on page 20 of the May 15 issue, entitled "Plant Clinics," I suggest that the program be conducted along with the school parent teacher's association, as an amusement or speaker part of the program. The P. T. A. often has difficulty in obtaining entertainment. Also, banjo, violin and squeeze-box music increases interest and talk at such a meeting. You already have an audience at the P. T. A. Why not use it and add to it?

Sheill's Nursery,
Birmingham, Mich.

ONE of the features of the Rose Growers' day program at the New York Botanical Garden, June 12, was a tour of inspection of the rose garden under the direction of L. C. Bobbink, head of Bobbink & Atkins, East Rutherford, N. J., and associates.

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Peach, Apple, Plum and Apricot, 1 and 2-year. We are also booking orders for Apple and Pear Grafts.

We also have a few carloads of 5 to 6-ft. and 6 to 8-ft. Glauca, Canaertii, Hill's Dundee, Keteleeri, Column, Irish, Pfitzer and Virginiana Junipers and Mugho Pine. Also a few thousand Red Oak, American Ash, Chinese Elm, Sweet Gum, Tulip, Lombardy and Carolina Poplars. Redbud, 6 to 8 ft. up to 3-in. caliper.

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CASSTOWN, OHIO

SOCIAL SECURITY REFUND.

Eugene Howard, Howard's Montopolis Nursery, Austin, Tex., has secured a refund in full on his claim for social security taxes paid under protest. The refund was made under the ruling that the labor paid by Mr. Howard was incidental to farm labor. Since farm labor is exempt, it is thought that this tax will not be imposed again where daily records reflect it as such.

The case of the Griffing Nurseries, Beaumont, is still pending. W. C. Griffing says that the original tax claim has been rejected and only a partial refund has been made. The only recourse for further refund is to file suit in the federal court. To do so would make a test case for the benefit of the nursery industry and will require financial support from the nurserymen. Several Texas Association of Nurserymen members have already subscribed sizable sums for this purpose, and the Griffing Nurseries are ready to proceed with the case as soon as the tax committee of the state association gives them the go-ahead sign.

BENNERUP MOVES NURSERY.

After ten years at Norwalk, Conn., Robert Bennerup has moved the Norwalk Perennial Gardens to Kensington, Conn., and has changed the name to Sunny-Border, Inc. The new nursery, consisting of 100 acres devoted exclusively to hardy plants, is located between Meriden and New Britain, Conn. A new greenhouse will be built this summer and Mr. Bennerup expects to be in full production with complete stock by early fall, carrying on the same type of retail business as he operated at Norwalk, which catered especially to the retail and wholesale mail-order trade. In addition to the customary line of perennials and rock garden plants, Mr. Bennerup expects to have choice novelties, many of which he has introduced himself.

E. S. WELCH IN HOSPITAL.

E. S. Welch, president of the Mount Arbor Nurseries, Shenandoah, Ia., underwent a major operation June 5 at the Clarkson hospital, Omaha, Neb.

With all reports indicating a satisfactory recuperation, Mr. Welch was expected to leave the hospital by July 1.

THE Monticello Nursery is being started by C. J. Barrett at East Cleveland, O.



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SHADE TREE MEETING.

When 250 members of the western chapter of the National Shade Tree Conference met, May 23 to 25, at Riverside, Cal., for the group's thirteenth annual conference, Dr. Willis W. Wagener, principal pathologist in the San Francisco office of the United States Department of Agriculture, was elected president. Fellow officers are Roger Sohner, arborist of San Leandro, elected vice-president, and Elmer Lee, Los Angeles, re-elected secretary-treasurer.

The need for a certified arborists' bill was discussed at a round-table session held the first day of the meeting, and steps were taken to revise the bill presented to the legislature before the war. Safety measures were particularly stressed.

Among the interesting field demonstrations were a chain saw operated by air in the top of a huge eucalyptus tree and a Buda earth drill with a 34-inch helix.

The next conference will be held at Berkeley.

OREGON NURSERY INCOME.

The 1945 income of the Oregon nursery industry reached \$7,420,000, according to the bureau of nursery service, which compiled statistics on the acreage and value of major nursery crops in the state. This figure is double that of 1940, when the last data were reported.

Of the 4,605 acres in nursery crops, 1,800 acres were devoted to ornamentals and perennials valued at \$1,400,000 and 650 acres were planted in fruit trees and seedlings valued at \$500,000. The remaining acreage was devoted to bulbs of narcissi, tulips, Dutch irises, gladioli and lilies, cut holly, cut flowers and florists' greenhouse crops.

These figures are based on returns from questionnaires, acre value and price increase. Officials say that in the matter of price some items have increased the income by twenty-five per cent and others have climbed 100 and 200 per cent above prewar prices.

JOINS OREGON STAFF.

Dr. Harley English, associate plant pathologist, has joined the staff at the Oregon experiment station, where he will devote part of his time to assisting nurserymen with their plant disease problems, announces J. A. Milbrath, head of the department of plant pathology.

One of the first problems which Dr. English will study will be control measures for crown gall disease of

nursery stock. Other problems will be studied as time permits.

The increased time being devoted to disease work is made possible by contributions collected by the nurserymen for additional experimental work.

JANSEN NURSERY EXPANDS.

G. J. Jansen and his six sons, of the Jansen Floral & Nursery Co., Lynden, Wash., plan to move the nursery to a 34-acre tract on the shores of near-by Wiser lake, where five acres of choice shrubs have already been planted on specially treated soil. Plans, drawn up by Eric Allan, one of Berlin's foremost landscape gardeners before the war, who was a German prisoner of war in a detail guarded by G. J. Jansen, Jr., at Fort Lewis last year, call for seven large greenhouses, display buildings and several residences.

Formerly situated in Minnesota, Mr. Jansen started his Lynden nursery in 1928 and ten years later established a branch at Bellingham, Wash. Associated with Mr. Jansen are his six sons, Jack, Albert, Everett, Gerrit, Henry and William. Four of the boys recently returned from service. Gerrit and William will have charge of the Bellingham retail store, while the others will assist at the Wiser lake nursery.

HOLLY GROWER BUILDS.

George Teufel, nationally known holly grower of Portland, Ore., is adding a building to his establishment to be used expressly for the preparation and packing of cut holly to be distributed throughout the country. Nearly completed, the building of two stories has a 60x100-foot room on the ground floor, which is completely insulated and will have four large blowers, so that the temperature can be maintained at 40 degrees. The refrigerated room has a driveway through which pass large semitrucks that load for the market. Most of the upper floor is to be used for box storage.

Mr. Teufel is also now one of the region's largest azalea growers. A son, Alfred, handles most of the sales end for greenhouse stock.

THE Treadwell Nursery Co., Great Falls, Mont., is adding a new shipping shed and is putting in overhead sprinklers. Mr. and Mrs. Treadwell were at Minneapolis, Minn., for several days last month and after their return to Great Falls drove to Seattle, Wash., and Portland, Ore., on further business.

OLDEST PEAR TREE.

A pear tree planted 314 years ago near Salem, Mass., by Gov. John Endicott still blooms each spring and bears fruit. Much interested in fruit farming, the governor sent to Dorchester, England, for a pear tree. Although it arrived in a dried-up condition, he carefully planted the tree and it has survived to become one of the oldest fruit trees in America. When Governor Endicott died, in 1665, special mention of the tree was made in his will, and the pear tree has since been preserved by the Endicott estate, whose heirs have sent samples of the tree's fruit to many of the presidents and to many members of European royalty. The fruit is of the small, sweet, old-fashioned sugar pear variety. The soil has gradually gathered about the trunk until the two main branches appear to rise from the ground as separate trees. In 1930 the state of Massachusetts distributed 200 medals in honor of the Endicott pear. One side showed the two trees, springing from a common rootstock, and the other side, a bust of Governor Endicott.

J. A. RICHARDSON has sold his interest in the Walker & Richardson Nursery, Midland, Tex., and has started Richardson's Nursery, also at Midland.



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**PECAN TREES and
PERSIMMON TREES**

Ready 1947 Delivery.

LINWOOD NURSERY,

Turlock, Cal.

PLANT NOTES.

[Concluded from page 17.]

nored. It may be, of course, that it has entered into the making of modern hybrids far more than the records disclose; certainly, it deserves more attention than it receives from gardeners of my acquaintance.

The plant grows naturally from Massachusetts to North Carolina, generally near the coast in sandy or rocky soil, according to the floras. Like many wildlings, it improves in its performance and general appearance when given the advantages of garden care. It then produces numerous erect stems to a height of two feet or more, smothered under a canopy of blue-violet flowers, commencing here in August and lasting through September. Although it occurs naturally in sandy soil, which indicates a desire for good drainage, it is greatly improved when moved to the rich soil of the garden. Being stoloniferous, it is easily propagated by division of the stools. It may also be grown from cuttings.

NEW PLANT PATENT.

The following plant patent was issued May 28, 1946, according to Rummler, Rummler & Davis, Chicago patent lawyers:

No. 692. Grapevine. Marquis A. Owen, Gay, Ga. A new and distinct variety of grapevine of the Muscadine class, characterized as to novelty by its large-size, bronze-colored berries; large-size clusters and high sugar content; by its greater prolificacy, more persistent and vigorous growing habit and more regular annual bearing than found in the commonly known Scuppernon.

W. A. WARRINGTON has opened a nursery at Cordova, Tenn.

THE M. S. Smith & Son Nursery, formerly at Corona, Cal., is now located at Carpinteria, Cal.

SMYTHE'S NURSERY has been started by Frank J. and E. Ruth Smythe, at Roscoe, Cal. Mr. Smythe was associated with the Armstrong Nurseries, Ontario, Cal., for twenty-five years.

THOMAS J. PARKER, engaged in the horticultural field for the past twenty-five years, is now a member of the Los Feliz Nursery staff, Los Feliz, Cal. Mr. Parker is a graduate of Victoria University, Manchester, England, in arts and science and in botany and horticulture. His travels have covered Africa, South America and the Continent in studies of soil and climatic conditions under which varied species of plant materials thrive in their natural state. He has spoken before many professional and amateur groups on subjects relative to the successful care and growing of plants.

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE Avery H. Steinmetz PORTLAND, OREGON

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES

Sorry, no catalog until
September 1.

The supply of stock is extremely limited, but we will do the very best we can to take care of our regular customers.

Write for our Catalog

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

GOOD WESTERN-GROWN
NURSERY STOCK

Fruit Tree Seedlings
Flowering Ornamental Trees
Shade Trees

Grown right and packed right.

Combination carloads to Eastern
distributing points will save you
on freight.

MILTON NURSERY CO.

A. Miller & Sons, Incorporators

MILTON-Since 1878-OREGON

OUR SPECIALTIES

Growers of
General Line of
Nursery Stock.

Oregon and Oregon-Grown
Apple and Pear Seedlings,
Angers Quince Rooted
Cuttings.

Combination Carloads to Eastern distrib-
uting points at minimum freight cost.

AS ALWAYS—
OREGON'S BEST SOURCE
of GOOD ROSES

PETERSON & DERING

Wholesale Rose Growers
Scappoose, Oregon

1000 Specimen Dwarf Boxwood, 18 to
24 ins.
500 Green Aucubas, 2 to 3 ft.
150 Dwarf Alberta Spruce, 2 to 3½ ft.
50 Juniper Meyer, 3 to 4 ft.
All stock with perfect fiber roots.

F. A. DOERFLER & SONS
Salem, Ore.

DOTY & DOERNER, Inc.

6691 S. W. Capitol Highway

Portland 1, Oregon

Wholesale Growers
of
General Nursery Stocks

NOTICE

Limited production makes it impossible
to book orders for new customers.

HOWARD ROSE COMPANY
Hemet, California

BALED SHINGLE TOW

(CEDAR SHAVINGS)

WM. A. JOHNSTON

408 Postal Bldg., Portland 4, Ore.

SHINGLE TOW

(Baled Cedar Shavings)
Immediate shipment carload lots.

MONARCH SHINGLE CO.
P. O. Box 37 North Portland, Ore.

CLASSIFIED ADS

Five lines, \$1.00,
each additional line 20 cents,
per insertion.

BERRY PLANTS

CULTIVATED BLUEBERRY PLANTS—Jersey-grown, home of Blueberries. More blueberries raised in New Jersey than all the remainder of the U. S. combined. 1, 2, 3 years old. Thousands of plants ready for sale. Our prices the lowest in the country. Eleven varieties. Don't get left. Order now. **WARREN SHINN**, Root Specialist, Woodbury, N. J.

BULBS

CANNAS—Select stock, 200,000 President, rich scarlet, 4 ft., green foliage, carefully grown under our personal supervision, guaranteed true to name. Strong, 2 to 5-eye divisions, liberally graded, \$8.00 per 100, \$60.00 per 1000.

MRS. CHARLIE ROBINSON, Greenville, Ga.
DAFFODILS, large hardy, well balanced mixture of Golden Spur, Orange Phoenix, Von Sion, Tenby Obvallaris, White Lady, Jonquil Orange Queen. Georgia-grown. \$25.00 per 1000, F.O.B. **MRS. RUTH GABLE**, Haralson, Ga.

EVERGREENS

EVERGREEN LINERS, many varieties; Roots of all kinds; Seeds; Shade Tree Whips; Flowering Shrubs, lining-out size; Calif. Privet; Mums; Berry Plants; Azaleas and Rhodod; Blueberries, for the trade within commuting distance. We have the most up-to-date and largest supply of large plants of all kinds, ready dug and burlapped, ready to go; no waiting or holding you up when you get here. Prices are right.

W.M.E. WENTZELL EVERGREEN NURSERY, Sewell, N. J. Phone: Wenonah 49 R1

200,000 BUXUS SUFRUTICOSA
Most beautiful, true, old-fashioned, dwarf, heavy, round, compact, perfect shaped tops, carefully grown under our personal supervision; 8 years; 10 to 12-in. plants, \$50.00 per 100; 35c in lots of 1000 or more.

MRS. CHARLIE ROBINSON, Greenville, Ga.
HARDY LINERS Per 100
Canada Hemlock, 6 to 9 ins., 2 tr....\$20.00
Canada Hemlock, 9 to 12 ins., 2 tr.... 25.00
Zanthorhiza apifolia, rooted layers.... 6.00
CHAS. H. WILLIAMS NURSERIES
Box 223, Exeter, N. H.

AZALEA MOLLIS
Clean, fresh seed, harvested winter of 1945-46.
Trade pkt., 50c; 1/4 oz., \$1.25; oz., \$2.25.
WESTERN HORTICULTURAL SUPPLY CO.
3629 S. E. 6th Ave. Portland 6, Ore.

TAXUS Capitata, upright; **T. Brevifolia**, R. C., \$12.50 per 100. **T. Cuspidata**, spreading; **Retinospora Plumosa Aurea**, R. C., \$11.00 per 100; \$100.00 per 1000. Good stock ready for shipment July 10.
DEERFIELD NURSERIES, Deerfield St., N. J.

500 BOXWOOD SEMPERVIRENS, 2 to 3 ft. Can remain for several years. Come and dig them.
CONESTOGA GARDENS, Lancaster, Pa.

NATIVE AZALEAS
Snow and Pink—Heavy, good spread, 2 to 3 ft., \$10.00 per 100, \$75.00 per 1000.
MRS. CHARLIE ROBINSON, Greenville, Ga.

If you don't find what you want try a Classified Ad under the heading "Wanted." It's cheaper than mailing out a want list.

FRUIT TREES

Will have about 10,000 Apple, 12,000 Peach, 3,000 Cherry and 1,000 Pear Seedlings to bud this season; delivery, season 1947-48; will consider growing these on contract. **LEBANON NURSERY**, 41 Pine St., Lebanon, Ore.

GRASS SODS

We again solicit, after four years' absence, your GRASS SODDING contracts. No job too large or too small for us to handle.
ABBOTT'S GARDEN SERVICE
Box 208, Flushing, N. Y.

HARDY PLANTS

VIOLETS
Sweet-scented blue, hardy, heavy bloomers; large plants, \$2.00 per 100, \$25.00 per 1000.
MRS. CHARLIE ROBINSON, Greenville, Ga.

PERENNIAL VERBENAS
Rich scarlet, large field plants, well rooted, \$4.00 per 100.
MRS. CHARLIE ROBINSON, Greenville, Ga.

PRIMULA POLYANTHUS—WESTERN GIANT STRAIN

Clean, new crop seeds of this wonderful strain of giant, primrose. Heavy, erect trusses of blooms and fine range of brilliant colors commend this strain to the most discriminating growers. Plants of this strain brought \$2.50 per dozen wholesale on the Portland market this spring. Many retailed up to 50c per clump. Seeds, generous trial packet, \$1.00 postpaid. Full 1/4 oz., \$2.00. Now booking orders for seedling plants, September delivery, \$2.00 per 100. Minimum order 250.

WESTERN HORTICULTURAL SUPPLY CO.
3629 S. E. 6th Ave. Portland 6, Ore.

SEEDS

PEACH PITS, southern collected, high germination, \$3.00 per bu. Peach, Plum, Apricot, fall delivery; 1-ft., 20c; 2-ft., 30c; 3-ft., 40c; 4-ft., 60c; 5-ft., 70c; 6-ft., 80c. Cash with order.

RIVERDALE NURSERIES, Riverdale, Ga.

SHRUBS and TREES

HOLLAND-GROWN Azaleas, Rhododendrons, Junipers, Taxus, Thuja, Lilia, Magnolias, Peonies, Pyrethrums, Dicentra, Liliums and a good list of useful nursery items, subject to the Netherlands' government regulated prices. **JOHN VAN DER POL**, Roskoop, Holland, represented by **VAN'S NURSERY**, M. Van Der Pol, owner, Fairhaven, Mass.

AMERICA'S MOST LOVELY ORNAMENTAL TREES—Liquidambar, Syringa, Sweet Gum, Red Maple, Red Cedar, Red Oak, Black Gum, American Elm, Magnolia Glauca, Crab Apple, Pine and Snow Fringed (Graybeard), No. 1, 2-year, \$15.00 per 100; No. 1, 3-year, \$20.00 per 100. Quantities for sale. **MRS. CHARLIE ROBINSON**, Greenville, Ga.

DOGWOOD (Cornus Florida)—Large white, mammoth-flowered, good spread; 2 to 3 ft., \$10.00 per 100; 3 to 4 ft., \$15.00 per 100; 4 to 5 ft., \$25.00 per 100; 5 to 6 ft., \$30.00 per 100. Attractive price on 1000 lots or more. **MRS. CHARLIE ROBINSON**, Greenville, Ga.

SWEET SHRUB (Calycanthus Floridus), a large-leaved shrub with spicy, fragrant chocolate-colored flowers; 2 to 3 ft., \$15.00 per 100; 3 to 4 ft., \$20.00 per 100. Quality stock. **MRS. CHARLIE ROBINSON**, Greenville, Ga.

VINES

HALL'S HONEYUCKLE (Loniceria Halliana Japonica)
Strong No. 1, 2-year, field-grown, 3 to 4 leads, 18 to 20 ins.; carefully graded, selected plants, \$4.00 per 100, \$30.00 per 1000; lighter plants, \$20.00 per 1000. Immediate shipment. **MRS. CHARLIE ROBINSON**, Greenville, Ga.

DECORATIVES

AMERICA'S FINEST NATURAL CONES—We are in the business of the best, perfect, uniform size, selected Pine Cones, Sweet Gum balls, Cotton and Chinaberry pods, \$2.00 per bu.; \$1.00 per bu. in lots of 500 bus. or more. Immediate shipment; satisfaction guaranteed.
MRS. CHARLIE ROBINSON, Greenville, Ga.

SUPPLIES

CANE STAKES
FOR POT PLANT GROWERS
Now is the time to get the best DOMESTIC CANE STAKES. All dark green.
Check this list now and send your order.
HYACINTH STAKES, THIN.

	Per 1000
12 ins.	\$5.50
15 ins.	6.25
18 ins.	7.15
STANDARD PENCIL THICKNESS.	
1 ft.	5.50
1 1/2 ft.	7.15
2 ft.	8.95
2 1/2 ft.	11.75
3 ft.	13.15
3 1/2 ft.	14.30
4 ft.	16.95
(Can also furnish 5 and 6 ft.)	
MEDIUM HEAVY.	
2 ft.	10.50
2 1/2 ft.	13.50
3 ft.	16.00
3 1/2 ft.	16.00
4 ft.	17.50
5 ft.	29.70
6 ft.	35.00
HEAVY TONKIN.	
1/2-inch and up.	
3 1/2 ft.	Per 100 \$3.00
4 ft.	3.50
5 ft.	4.50
6 ft.	5.50
7 ft.	5.95
8 ft.	6.50

AMERICAN FLORIST SUPPLY CO.
1335 W. Randolph St. Chicago 7, Ill.

COTTONETTE Squares are best for balling. Saves time and twine. All sizes in stock. Write **NEW AMSTERDAM IMPORT**
122 Chambers St., New York 7, N. Y.

AMERICAN NURSERYMAN

A. F. S. "EASI-OFF" WOOD PLANT BANDS

Size in ins.	Weight per 1000	Per 1000
1 1/4 x 1 1/4 x 2 1/4	12 lbs.	\$3.35
2 x 2 x 2 1/4	15 lbs.	3.60
2 1/2 x 2 1/2 x 3	20 lbs.	4.20
3 x 3 x 3	21 lbs.	4.60
3 1/2 x 3 1/2	32 lbs.	6.30
4 x 4 x 4	40 lbs.	6.30

Packed 1000 to the carton. We do not break the cartons.

LIGHT WOOD FLATS.
For handling and shipping our 1 1/4-inch and 2-inch sizes of Plant Bands.

	Per 100
M-370; holds twelve 1 1/4-inch Bands	\$2.75
M-392; holds twelve 2-inch Bands	3.80
M-393; holds six 3-inch Bands	3.75
M-394; holds six 4-inch Bands	3.65

Packed 100 to the carton. We do not break cartons. Shipped promptly from the factory in Michigan.

AMERICAN FLORIST SUPPLY CO.
1335 W. Randolph St. Chicago 7, Ill.

MEL-LO PEAT

A pure Sedge Peat, weedless, odorless, no inert matter. Analyzed 2 to 2 1/2 per cent nitrogen, 86 per cent humus; acidity 5.3 to 5.8. Used by greenhouses, growers, landscape gardeners and golf courses since 1933. Recommended by the agricultural colleges and universities. Accept no substitutes. Demand a nationally known product, Mel-lo Peat. The best natural humus available today.

1 to 10 2-bu. bags, f.o.b.	\$1.25
11 to 50 2-bu. bags, f.o.b.	1.10
51 to 100 2-bu. bags, f.o.b.	1.00
101 to 200 2-bu. bags, f.o.b.	.90

Every planter needs Mel-lo Peat for potting, coldframes, seed boxes, porch boxes, enriching lawns, trees, shrubs, gardens. Excellent for gardenias, azaleas, and hydrangeas; one part peat to four parts soil. Very good for carnations, petunias, cyclamen, camellias and gladioli.

MEL-LO PEAT CO., ELYRIA, O.

STAKES—Bamboo

Carefully Selected—Dyed Dark Green. Uniform Pencil Thickness.

No. G-31 2 ft.	Bale of 2000	\$10.95
No. G-32 2 1/2 ft.	Bale of 2000	13.90
No. G-33 3 ft.	Bale of 2000	16.65
No. G-34 3 1/2 ft.	Bale of 2000	19.45
No. G-35 4 ft.	Bale of 2000	23.35

TONKIN STAKES—Bamboo

Dyed Green—Medium Heavy.

No. G-41 3 ft.	Bale of 1000	\$ 9.85
No. G-42 3 1/2 ft.	Bale of 500	7.75
No. G-43 4 ft.	Bale of 500	8.70
No. G-44 5 ft.	Bale of 500	11.95
No. G-45 6 ft.	Bale of 500	13.75
No. G-46 7 ft.	Bale of 200	7.70

We cannot break bales.
Quantity discounts, 10 to 24 Bales, 5 per cent.
25 Bales or more, 7 1/2 per cent.

SCHUPP SUPPLY CO., Wilmette, Ill.

KNOCK-DOWN FLATS.

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

16x12x2 1/2	\$11.25 per 100
16x14x2 1/2	14.25 per 100
20x14x2 1/2	14.00 per 100
20x14x3 1/2	16.25 per 100
22x15x2 1/2	15.75 per 100
22x15x3 1/2	18.00 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

HIGHTOWER BOX & TANK CO.
Birmingham, Ala.

IMPORTED CANE STAKES

Check your needs and order now.

Size	Per 1000
15 ins.	\$3.60
18 ins.	4.10
24 ins.	5.40
30 ins.	6.90
36 ins.	10.75

2000 per bundle
AMERICAN BULB CO.
1335 W. Randolph St. Chicago 7, Ill.

FINE NO. 1 OR NO. 2 SCREENED PEAT.
Acid pH 4-8. Some nitrogen.

Our Peat is excellent for Azaleas and Hydrangeas, also for mixing with soil for potting and seed flats. This Peat is very good for Petunias. Packed in 2-bu. bags, 5 to 24 bags, \$1.00 each; 25 to 49 bags, 95c each; 50 to 100 bags, 90c each. We ship same day order is received. Cash, please.

HAASE BROS.
116 S. Jefferson St., Peoria, Ill.

PROFIT WITH PERF-O-RAIN.

Rain when you want it—low pressure—rectangular strip watered—No overlap—No sprinkler heads or other gadgets—Portable lightweight pipe—Long life. Write for free folder. **W. R. AMES COMPANY OF FLORIDA**, 1DA, 890 E. Broadway, Tampa 4, Florida, or **W. R. AMES COMPANY**, 150 Hooper St., San Francisco 4, Calif.

GIBALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks, 6 ft. wide; 50 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. **NEW AMSTERDAM IMPORT**, 122 Chambers St., New York 7, N. Y.

SPHAGNUM MOSS

Long-stemmed, burlap bales, 1946 production, prompt delivery: F.O.B. Floodwood, Minn., \$1.80; F.O.B. Hanlontown, Ia., \$1.95. Fine milled, 50-lb. bags, for control of damping-off, etc.: F.O.B. Floodwood, Minn., \$1.75; F.O.B. Hanlontown, Ia., \$1.90.
COLBY PIONEER PEAT CO.
Hanlontown, Ia.

MAGIC ELECTRIC WELDER, 110-volt AC-DC; welds, brazes, solders, cuts all metals; easy to use; full directions. Complete with power units, flame and metallic arc attachments, carbons, fluxes, rods, mask. Only \$13.95. Used by the Navy. Guaranteed one year. Splendid for nursery and farm use.
MAGIC WELDER MFG. CO.
241NA Canal St., New York, N. Y.

METAL-BOUND FLATS

Sturdy, lightweight flats, made of pine and fir, painted and reinforced with 12 metal corners. Inside measurements 14½x30x1½ ins., with partition making 2 sections each 14½ square. Special price \$12.50 per 100, \$100.00 per 1000; F.O.B. Athens, Ga. Attach check to order.
EVERGREEN GARDENS,
P. O. Box 351, Athens, Ga.

SOIL HEATING EQUIPMENT, designed by a grower and engineer, for commercial propagation. Cable, soil thermostat and pilot lamp to heat 20 sq. ft., \$11.40; 40 sq. ft., \$14.25; 60 sq. ft., \$17.10; 80 sq. ft., \$19.95, and 150 sq. ft., \$27.05. F.O.B. Seattle.
L. N. ROBERSON CO.
1539 E. 103rd St. Seattle 55, Wash.

STEEL TUBULAR STAKES

Place orders now to meet your early spring sales, together with your own nursery requirements. ¼-in. copperized to prevent rusting, 2¢ per ft.; ½-in. plain, 2¢ per ft. ¾-in. plain, 4¢ per ft. less 2¢ per cent. Made up in any length. Samples mailed.
H. HOHENBERGER, Box 253F, Monroe, N.Y.

RUBBER. Your Rubber requirements are important. Know where to get it when you want it. Belts, rubber bands, boots, coats, gloves, hose, spray bulbs, aprons, budding strips. Get our price sheet and catalog today.
BROADWAY RUBBER MFG. CO.
Louisville 2, Ky.

SEED STORE FIXTURES

Bins, Cabinets

WALKERBILT

Penn Yan, N. Y.

PRINTING

Letterheads, billheads, statements, cards, envelopes, tags, blotters, folders, catalogs, samples. Send copy for estimate.
J. GARLAND HILL, Dept. A, Seaford, Del.

SOIL HEATING CABLE by "GRO-QUICK." Heavy duty cable now available, also thermo. Bottom heat can't be beat. For rooting cuttings, for forcing. Get free instal. date. GRO-QUICK, 366 W. Huron St., Chicago 10, Ill.

WANTED

WANTED for fall delivery: 500 Peach, 300 Pear, 200 Plum, 200 Apricot, 100 Apple, 50 Cherry, 10 Nectarine, 10 Almond, 10 Quince. Grade, 4 to 6 ft., 11/16-inch and up. First-class. Please let us have list of whatever varieties you can supply. If you cannot supply all, we will consider whatever amount you can supply. Quote prices now if you so desire or market price later will be O.K.
TRAUERNICHT NURSERY CO.
400 N. Sylvania Ave.
Fort Worth 3, Tex.

WANTED to buy for Autumn and Winter delivery, all varieties of rooted cuttings, lining-out stock and finished ornamentals. Would appreciate your list or catalog.
GRIMSHAW NURSERY
1020 Dublin Blvd. Hayward, Cal.

ERNEST POSOVSKY, of the Home Nursery, Edwardsville, Ill., now has the assistance of Ernest, Jr., recently discharged from the army.

ELMER H. SCHULTZ is helping his son establish a nursery at Painesville, O. Mr. Schultz's son will manage the nursery when he finishes R. O. T. C. training.

MRS. R. E. ROSENBERGER, former owner of the Flora Dale Gardens, Florida, Ind., has sold one of her greenhouses to Mrs. William Dickinson, Bringham; another greenhouse to Arcadia Gardens, Bringham, and the remaining house to Nelson Hobensack, Burlington.

SOUTHWESTERN NOTES.

C. A. Chandler, of the Chandler Landscape & Floral Co., Kansas City, Mo., made a business trip to Iowa and Minnesota early in June.

Frank Donovan, of Chicago, representing A. McGill & Son, Fairview, Ore., started calling on the trade about the middle of June. He reports sales good, but stock none too plentiful.

Leo and Clem Snyder, of the Fillmore County Nurseries, Canton, Minn., called on nurseries in Iowa and Kansas the fore part of June.

The Kansas City Nurserymen's Association held its monthly meeting at the Wagon Wheels restaurant, Overland Park, Kan., June 5, with twenty-five present. Charlie Williams conducted an informal business meeting after the meal, during which Kenneth Haysler was elected president for next year and Howard Archer secretary-treasurer, succeeding Howard Keeton.

P. W. Vockel and C. A. Deits have purchased the Quilitch Implement & Vehicle Co., from Constance Q. and Florence J. Quilitch, and have changed the name to the Quilitch Implement & Supply Co. This old-established firm has carried on a nursery business as part of its operations for many years.

Bill Davies has returned from several years in the armed services and is again operating the Davies Nurseries at Colorado Springs, Colo.

The Mount Arbor Nurseries, Shenandoah, Ia., have taken over the Wathena Nurseries, Wathena, Kan., formerly owned and operated by the late Robert Adair. Mount Arbor Nurseries will complete the growing contracts which Mr. Adair had made and will continue to operate the nursery for production purposes under the supervision of Gene Welch, superintendent of the Kelsey Nurseries, St. Joseph, Mo. Wathena is only a few miles from St. Joseph.

Mrs. Helen Huff is starting a nursery and florists' business at Burlington, Kan.

Mr. and Mrs. John Sarber, of the Sarber Nursery Co., Topeka, Kan., flew to Los Angeles, Cal., early in June to see their first grandchild, John Sarber III. Grandpa says little John is the most beautiful child in the world—looks just like him.

The following are the low bidders on several roadside improvement projects in Kansas: Cook & Cone, Ottawa, Kan., Cloud county, \$2,345; Clark county, \$233.95; Lane county, \$3,710.50; Stanton county, \$350. Vyril W. Levan, Ness City, Kan., Sheridan county, \$3,720.00; Saline

1946 CROP
LOVELL PEACH PITS

For Early Fall Delivery

Write for Quotations

F. O. B. Dansville, N. Y.

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

CALIFORNIA
LOVELL PEACH SEEDS

1946 CROP

Write for prices.

By ton or car.

GRAY NURSERIES
P. O. Box 77 Elverta, Cal.

Send for Our Seed List.

A. B. C.

"Supreme" Quality
SEEDS — PLANTS — BULBS
and
Growers' Accessories

AMERICAN BULB CO.
1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN Stanford, Mont.

county, \$1,961.50; Rush county, \$2,781.60. Tole Landscape Service Independence, Kan., Wyandotte county, \$6,176.88; Rush county, \$2,781.60; Ellsworth county and Rice county, \$1,895.80. Stannard Construction Co., Wichita, Kan., Sedgwick county, \$695.

Crystal Gardens, Madison, Kan., have been purchased from Charles A. David by Billie Allman.

Helene Stolba, 3703 South Harvard avenue, Tulsa, Okla., has started

in the nursery business, specializing in bulbs and perennials.

The Gold Acres Nursery is the new name which has been given to what was formerly called the Hope Nursery, owned by E. B. Flood, Sr., Frederick, Okla.

C. D. (Bill) Wagoner, proprietor of the Wagoner Nurseries, Hutchinson, Kan., with five others, sued the city of Hutchinson for \$23,750 because of the closing of a road leading to his nursery, for the construction of an airport. The decision went against these six, but the Supreme court of Kansas recently directed that the Reno county district court should try one of the six suits and apply the decision to the other actions.

APPLE WORMS BECOMING HARDER TO KILL.

Many apple growers are finding it much harder than it was forty years ago to control apple worms (larvae of the codling moth). Scientists of the United States Department of Agriculture attribute this difficulty to long-continued spraying with lead arsenate. This conclusion has been reached by L. F. Steiner, C. H. Arnold and S. A. Summerland, department research entomologists, after orchard and laboratory experiments in the Ohio and lower Wabash river valleys. These findings are similar to results reported earlier by W. S. Hough, of the Virginia agricultural experiment station.

Forty years ago even a single light spraying killed most, but not all, of the worms. Now a program of eight or more heavy applications often fails to give satisfactory control. In the years of orchard spraying, the codling moth worms most susceptible to the action of lead arsenate appear to have been eliminated. Those left to breed have been the ones that were better able to eat through a covering of protective poison without being killed. This means that in many orchards the reactions of the average apple worm of today are different from those of the average worm of forty years ago and from those of the average present-day worm in an orchard that has not been sprayed for several years.

Recent investigations also have shown that worms that can more readily enter fruit sprayed with lead

WANTED—Small nursery and landscape business, preferably in a western state near a fairly large city. Must have house and enough salable nursery stock to carry business for at least 2 years.

Or willing to go into partnership in an established landscape business. Am 1932 graduate landscape architect, can draw plans, make estimates, sell jobs, or direct construction.
WILLARD J. RUSSELL
410 West Seventh Street
Jamestown, N. Y.

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: \$2.50 per inch, each insertion. Liners: 20¢ line; minimum order \$1.00

HELP WANTED

Working foreman, for one of Long Island's leading tree expert companies, situated in Nassau county. Must be experienced in all phases of tree work, including climbing, removals, cavity work and feeding, etc. Must be honest, dependable and able to handle men.

This is a permanent position, with good salary and commission. References required. Address Box 445, care of American Nurseryman.

HELP WANTED

Experienced nurseryman and sales manager for our branch nursery and garden shop.

Must know perennials and all kinds of nursery stock. Must know how to grow and propagate same. A fine opportunity with a future for the right man. Living quarters on place. State all details as to your experience and references in your first letter.

HILLSDALE LANDSCAPE
R. R. 12, Box 158
Indianapolis 44, Ind.

HELP WANTED

Experienced nurseryman foreman and sales manager.

Must know all kinds of nursery stock. Must know how to grow and propagate same. A fine opportunity with a future for the right man. State all details as to your experience and give references in your first letter.

EGYPTIAN NURSERY & LANDSCAPE CO.
Farina, Ill.

HELP WANTED

Young man to learn a profitable tree nursery business in east; wages and share of profits with idea of taking over the business.

Address Box 447, care of American Nurseryman.

WANTED

Mail-order firm is seeking nurseries to supply and ship general and specialty nursery stock. This is a new account.

Address Box 444, care of American Nurseryman.

WANTED

To employ on Veterans' Training Plan, a young man who has had some landscape training and sales experience.

WAYNESBORO NURSERIES
Waynesboro, Pa.

FOR SALE—10-acre nursery, located in heart of Illinois; population 13,000, only nursery here; no overgrown stock, all salable stock; can lease ground for \$100.00 a year; doing a good business; want to retire; one-half cash, carry balance for any worthy man.
LINCOLN NURSERY CO.
P. O. Box 33, Lincoln, Ill.

FOR SALE—Entire nursery business, wholesale and retail, complete with about 25 acres of stock; total about 100 acres. One house, tools, tractors, barns, greenhouse, etc.
PETER J. BOOY NURSERIES,
Mendham, N. J.
Phone: Mendham 3-0248

FOR SALE.

47-acre nursery and landscape business, with large retail trade, established 20 years. Tools including large tree mover and two trucks. Price \$20,000.00. Only nursery near city of 60,000 population, with a number of other good towns and cities near by. Practically new shrub storage 60x25 ft. Attractive office and 7-acre sales ground. Nursery located inside city of Jamestown, N. Y., on Chautauqua Lake, on route 17, main route between New York City and Chicago. 40 acres, all tillable, partly planted, located just outside of city. Owner wishes to retire on account of age and poor health. Inquire

ATWATER LANDSCAPE CO.
168 Fluvanna Ave., Jamestown, N. Y.

FOR SALE

The largest nursery in central Minnesota; 25 acres evergreens, general stock, including 4,000 Colo. Spruce finished; wholesale and retail business; 320 acres in all, 150-acre field; 85-acre peat bed, worth a fortune alone; good building, electricity. Buy direct from owner; no encumbrance. Aged owner retiring, sacrifice for quick sale. \$20,000.00. Address Box 446, care of American Nurseryman.

FOR SALE

Nut tree nursery business, specializing in northern trade. Business growing nicely. Owner retiring. Will sell good will, mailing lists, stock in ground and rent land for term to young man with gumption and small capital.

J. RUSSELL SMITH
Swarthmore, Pa.

ADMINISTRATOR'S SALE

To settle estate, own 300 acres, well located near Danville, in west-central New York; 100-acre woods and pasture, well watered, with springs and stream. Own 200 acres, good plow land suitable for nursery stock, fruit or general farming; fine sugarbush; electricity; school bus; buildings old, need repair. Priced for quick sale, \$16.00 per acre. Write: A. B. WOMPOL, Adm., Clarkston, Mich.

HELP WANTED

Landscape architect who can call on customers, make planting suggestions, draw plans; only those with college training need apply; permanent, year-around work.

JAN B. VANDERPLOEG
North Muskegon, Mich.

HELP WANTED

Landscape salesman, also nursery salesman, also nursery propagator. All three men must be thoroughly experienced. Write full particulars.

MALMO NURSERIES & LANDSCAPE SERVICE
Seattle, Wash.

HELP WANTED

Experienced supervisory personnel needed for expanded operations by an old line Eastern Wholesale Nursery.

Address Box 442, care of American Nurseryman.

HELP WANTED

Foreman who can handle men. Steady employment. State experience and salary expected, also send references.

C. L. VANDERBROOK & SON
P. O. Box 125, Sta. A Manchester, Conn.

PLANT BANDS—Wooden

LOCK JOINTS—Simple to assemble, easy to remove at end of season. Very popular.

CAT.	Size in inches	Weight	Per 1000
No. G-310	1 1/2 x 1 1/2 x 2 1/2	12 lbs.	\$3.40
No. G-320	2 x 2 x 2 1/2	15 lbs.	3.50
No. G-340	2 1/2 x 2 1/2 x 3	20 lbs.	4.10
No. G-350	3 x 3 x 3	21 lbs.	4.45
No. G-360	3 x 3 x 4	32 lbs.	5.20
No. G-391	4 x 4 x 4	40 lbs.	6.05

Packed 1000 to the carton. We do not break the cartons.

STAPLED—with or without bottoms.

CAT.	Size in inches	Weight	Plain	With Bottoms
No. G-303	1 1/2 x 1 1/2 x 2 1/2	12 lbs.	\$3.60	\$4.90
No. G-304	2 x 2 x 2 1/2	15 lbs.	3.70	5.10
No. G-305	2 1/2 x 2 1/2 x 3	20 lbs.	4.00	5.80
No. G-306	3 x 3 x 3	21 lbs.	4.40	6.20
No. G-307	3 x 3 x 4	32 lbs.	4.80	6.70
No. G-308	4 x 4 x 4	40 lbs.	5.75	7.60

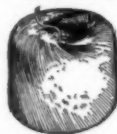
Packed 1000 to the carton. We do not break the cartons.

KILL THE WEEDS—SAVE THE GRASS

—With—

"2, 4-D"—WEED KILLER—Dow's

No. L-241	1-pint cans, each	\$ 2.10
Resale—case of 24 cans		33.60
No. L-242	1-qt. cans, each	3.85
Resale—case of 12 cans		30.84
No. L-243	1-gal. cans, each	9.15
Resale—case of 4 cans		29.28



SISAL TWINE for WRAPPING—
2-Ply—New Low Price

2-Ply, Fine Quality

10-lb. balls (27c lb.), each	\$ 2.70
60-lb. coils (24 1/2c lb.), each	14.70

Schupp Florist Supply Co.
 1143 Greenleaf Ave. WILMETTE, ILL.
 PHONE, WILMETTE 4040

MENTION THE AMERICAN NURSERYMAN

arsenate are also better able to enter and survive in fruit sprayed with nicotine bentonite, cryolite or xanthone, although the difference is not great. The department investigators believe that worms of the less susceptible strain 'crawl' shorter distances and use less time in getting into the apple, thus exposing themselves less to the action of the poison. They suggest that this trend toward increased ability to enter sprayed fruit can be retarded by the use of control measures other than the application of chemicals, or by the use of insecticides whose action is different from that of lead arsenate. An insecticide, for instance, that acts on the adult moth or the eggs might prevent a further increase in the proportion of resistant apple worms.

It is hoped that some of the newer insecticides now under test, such as DDT, will be of such nature that their use will not stimulate further the development of codling moth strains more difficult to control.

TWO veterans, Frank K. and Richard A. German, have started the Greenstock Nursery at Port Jefferson, N. Y. They have thirteen acres on which they will grow lining-out stock to sell at wholesale.

**TWIST-EMS—Plant Ties**

For tying plants, shrubs, vegetables and flowers.
 8-inch, box of 125.....25c * Case, 24 boxes.....\$4.00

DUST GUNS—For Insecticides**"Jumbo" DUST Gun**

A larger hand gun. Holds 1 lb. of DUST per filling. Rugged construction for long life.
 No. S-102—Wt. 2 1/2 lbs., each.....\$3.25

CRYSTAL—Dust Gun

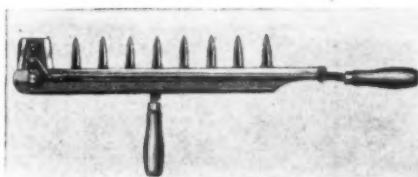
1-qt. glass container for Dust, extension and spreader nozzle. Popular model.
 No. S-107—Wt. 3 lbs., each.....\$2.75

DUSTERS—CRANK—De Luxe

"ROOT"—Finest Crank Dusters Manufactured.
 No. S-106—Complete with attachments.....\$19.80

KNIVES and SHEARS

KNIVES—M-451—1 Blade, as above, each	\$2.50
M-457—1 Blade with ring for chain, as above	1.95
M-450—1 Blade with hump for budding, each	2.25
M-449—1 Blade—Bone end for budding, each	2.25
M-464—SHEARS—Ribbons and Utility—Special, each	3.00
M-468—CORONA CLIPPERS, Each	1.50
No. T-908—Wiss, Pruning	2.50
No. T-575—Tiffany, Pruning	2.25

CYCLONE HEDGE TRIMMER

A single-blade, multiple-finger trimmer. Double-edge blade cuts in both directions; cutting is continuous, more like mowing. Trims hedges, bushes, shrubs, field plants, etc.

Trims 4 and 5 times faster. Easy to use. Weighs only 3 1/4 lbs.

\$9.75 F.O.B. Ayer, Mass.

CHANDLER MACHINE CO.,

AYER,

MASS.

IT COSTS NO MORE

(and in most instances less)

FOR OUR PACKING OF**Nursery Burlap Squares and Rolls**

Write for prices and samples.

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P. O. Box 167 Rochester, N.Y.

PLANT-CHEM
 SALTS
 GROW PLANTS
 with SOIL or without

An odorless, concentrated, balanced plant food. All nutrients, trace elements and plant hormone. Water soluble. Attractive, easy to handle packages 10c to \$15.00 each.

Fast Seller . . . Big Profits. Nationally advertised—immediate delivery.

Write today.

PLANT-CHEM, INC.

1355 Market • San Francisco 3

Pour it on - Watch 'em Grow!

Coming Events

MEETING CALENDAR.

July 5 and 6, West Virginia Nurserymen's Association, Hotel West Virginia, Bluefield.

July 14 to 18, American Association of Nurserymen, Ritz Plaza hotel, Miami Beach, Fla.

July 15, National Landscape Nurserymen's Association, Ritz Plaza hotel, Miami Beach, Fla.

August 6 and 7, Pennsylvania Nurserymen's Association, Penn-Harris hotel, Harrisburg.

August 7 and 8, Southern Nurserymen's Association, O'Henry hotel, Greensboro, N. C.

August 14, Indiana Association of Nurserymen, J. C. Bunch & Son, Terre Haute.

August 16, Michigan Association of Nurserymen, Hotel Vincent, Benton Harbor.

August 27 to 29, Texas Association of Nurserymen, Adolphus hotel, Dallas.

August 27 to 30, National Shade Tree Conference, Hotel Statler, Boston, Mass.

September 23 to 25, California Association of Nurserymen, Berkeley.

October 8 to 10, United Horticulture, Wade Park Manor, Cleveland, O.

November 17 to 20, American Institute of Park Executives, Jefferson hotel, St. Louis, Mo.

SOUTHERN DATES SET.

The Southern Nurserymen's Association will meet August 7 and 8 at the O'Henry hotel, Greensboro, N. C., announces W. C. Daniels, secretary. Jack Lindley, G. G. Gilmore and O. Joe Howard are on the arrangements committee.

PLAN INDIANA PICNIC.

The summer meeting of the Indiana Association of Nurserymen will be held August 14, from 10 a. m. to 4 p. m., at the J. C. Bunch & Son Nursery, Terre Haute, with a picnic luncheon being served at 12:15.

MICHIGAN PLANS.

The Michigan Association of Nurserymen will hold a one-day summer meeting August 16 at the Hotel Vincent, Benton Harbor. On the preceding evening there will be a beach party at Jean Klock park, where a similar party was held two years ago, announces Secretary Harold E. Hunziker.

WEST VIRGINIA PLANS.

Fourth of July week-end, July 5 and 6, the West Virginia Nurserymen's Association will hold its annual summer meeting at the Hotel West Virginia, Bluefield.

The first day will be given over to business meetings, but at the evening

session there will be motion pictures, slides and other entertainment of general interest, to which the ladies and children are also invited. Saturday there will be a brief business meeting and election of officers at the picnic.

Each person is asked to bring his favorite plant or branches from the plant to be worn on lapel or shirt and be prepared to expound the virtues of the plant.

SEATTLE SHORT COURSE.

A short course for professional nurserymen and gardeners will be held at the University of Washington, Seattle, July 8 and 9. This course is offered by the university under the joint auspices of the university's arboretum and the division of adult education and extension services.

PARK EXECUTIVES PLAN.

The annual convention of the American Institute of Park Executives will be held November 17 to 20, at the Jefferson hotel, St. Louis, Mo.

The executive committee has appointed a convention program committee headed by Palmer B. Baumes, commissioner of parks and recreation, St. Louis. He will be assisted by George P. Vierheller, director of the St. Louis Zoological Garden, and

George T. Moore, director of the Missouri Botanical Garden. They will look after the respective interests of the Zoological Park Association and the Botanical Garden Association.

Three directors of the institute, Harold L. Curtiss, Bakersfield, Cal.; William H. Romine, Davenport, Ia., and L. B. Houston, Dallas, Tex., will complete the committee. Dave Hovey, executive secretary of the institute, will be in charge of business and other meetings. George G. Curtis, advertising representative of Parks & Recreation, official organ of the institute, has been appointed manager of the commercial exhibits.

PENN STATE CONFERENCE.

The nurserymen's conference at Pennsylvania State College, July 22 to 24, sponsored by the department of horticulture, is open to all nurserymen and their employees.

Although registration will be made the morning of the opening day, those planning to attend are urged to notify Prof. Robert P. Meahl, of the department of horticulture, as soon as possible. This request has been made because of existing housing conditions at State College, Pa.

The tentative program, suggested by nurserymen of the state, includes identification of shade trees, in charge of Professor Meahl, and the principles of planting design, in charge of Prof. John R. Bracken, for the opening day. That evening, Dr. Earle I. Wilde, head of the ornamental hor-

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ELYRIA, OHIO

Advertising, plant name, color-banded and plain labels. Write for price list.

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A. M. LEONARD & SON

Piqua, Ohio

Tools — Grafting Supplies

Write for Bulletin.

**He moved up
to Foreman**



Ohio man became foreman of large landscape business, with larger salary—after studying with American Landscape School.

• Many a nurseryman has moved to higher places with this practical, home study course. Only 8 to 12 months. Earn while you learn.

45 printed and beautifully illustrated lessons—landscape gardening, designing landscaping of houses, estates, parks, cemeteries, etc. Continuous free consultative service. 30th year. Booklet—"Success thru Landscape Training."

Francis A. Robinson, president, is a partner of Robinson and Parnham, member of American Association of Nurserymen; he has been in active professional practice for many years.

AMERICAN LANDSCAPE SCHOOL
6372 Grand Avenue, Des Moines 12, Ia.

Please send me details.

NAME

ADDRESS

iculture staff, will present an illustrated lecture on "Small Gardens of Philadelphia."

Tuesday morning's program will include identification and control of insects and the identification of evergreens. The afternoon will feature discussions of diseases affecting nursery crops and their control, as well as instruction on "Planting Design for Small Properties" by Professor Bracken.

Wednesday morning's session will include "Identification of Flowering Shrubs," by Professor Meahl, and "Fertilizing and Soil Management Problems in the Nursery," in charge of one of the college agronomists.

Both the Pennsylvania Nurserymen's Association and the Western Pennsylvania Nurserymen's Association have indicated their organizations will be well represented at the conference.

GROWING IN TIN CANS.

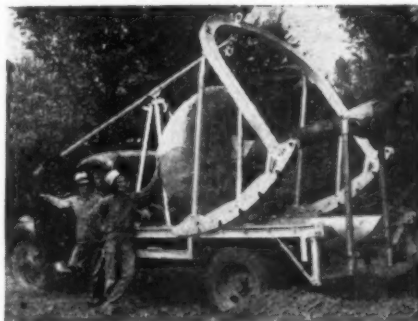
The growing of nursery stock in tin cans is an established practice in southern California, but is less general in other parts of the country. However, this procedure may well prove successful for other regions than the Pacific coast. At Scottsville, Tex., the Verhalen Nursery Co. has conducted a scientific program of growing canned stock, which is described by Steve Verhalen, secretary of the firm, as follows:

"We are growing a wide assortment of nursery plants in tin cans of various sizes. In order to get the best out of a plant in the shortest time and hand to our customers a plant of the highest quality, we have in our employ for this one specific purpose an experienced chemist.

"This man has had experience with plant materials before coming here, working for the United States Department of Agriculture, as well as having received in school, in connection with chemistry, training along this same line. Since October we have canned more than 80,000 plants. Because of his work and knowledge of plant care we have been able to sell a good portion of this stock already. Much more of it will develop to a mature stage in the next two to three months and be ready for sale. Of course, much of this type work is new to us and is new to our chemist. As a result much study is still to be done to make our project as near as possible 100 per cent successful.

"Many of the plants which have been produced and sold are flowering shrubs and roses, which are sold on sight as early and as fast as they bloom. Others of the evergreen types

AUTOMOTIVE TREE MOVERS



After many years devoted to the development and manufacture of tree movers, Williams & Harvey are again starting to produce the latest model Rocker Type Tree Mover.

These machines have been thoroughly tested, not only in our nursery, but by others during the war period. The simplicity in the operation of this mover, plus demountable features, cuts the cost of moving big trees. Write for particulars.



WILLIAMS & HARVEY NURSERIES

Box 7068, Country Club Station,

KANSAS CITY 2, MO.

NOW TRY PARAGON SPRAYER No. 3 in Your Nursery, Orchard and Propagating Beds.

Ten days' trial will convince you that Paragon Sprayer No. 3 will do your spraying and whitewashing better, faster and easier or it will cost you nothing. Oversize air chamber maintains higher pressure—more uniform spray. Longer pipes and hose reach greater area from one position. Compact truck stands steady on uneven ground; can't jam in narrow places; extra-wide metal wheel rims prevent cutting into turf. Continuous agitation keeps solution from settling in container or clogging strainer and nozzles. Equally effective with any spray, insecticide, disinfectant or water paint anywhere, any time.

Complete with pipes, hose and nozzles, \$27.20. Air gauge, \$2.60 extra. 12-gallon capacity. One-wheel truck if specified.

If your dealer does not handle Paragon Sprayer No. 3 check the coupon and mail direct to us.



THE CAMPBELL-HAUSFELD COMPANY, 503 State Avenue, Harrison, Ohio

☐ Enclosed find order

☐ Send complete details

Name _____ Street _____

Post Office _____ State _____

"GRO-QUICK" ELECTRIC SEED BED HEATER

BOTTOM HEAT CAN'T BE BEAT

For early plant starting with high germination and fast growth. Invaluable for rooting cuttings. Soil heating cable and thermostat for plant benches and coldframes. Detailed instruction sheet mailed free. GRO-QUICK, 386 W. Huron St., CHICAGO, 10.



ARIENS-Tiller



THE MOST COMPLETE LINE OF TILLAGE EQUIPMENT IN THE WORLD. CAPACITIES 14 IN. TO 7 FT CUTTING WIDTHS. ARIENS CO. Box 710 BRILLION, WIS

are selling as fast as they develop. However, the evergreens take a longer time to mature.

"We have found growth in cans (1, 3 and 5-gallon size cans) is much more rapid, the color is better and uniformity over the field is much superior to regular row-run open-field culture as practiced heretofore.

"We are going to be able, with this new method in scientific approach, to make a much better plant in a shorter time at approximately the same cost. Of course, one of the main advantages is summer planting, which, with proper consumer education, should make a year-around business of planting for all nurserymen, landscape men and gardeners.

"Our experience, even in this short time, has been so favorable that at present we are planning to more than double our volume for next year's sales. We have had an extension of the power line to our growing area so that we may put in an electric pumping system with overhead irrigation.

"Just how and where the approach will be made to the final consumer is not yet definitely determined, but an educational campaign is necessary and will most likely have to be carried out so that the general public will know and understand about summer, or off season, plantings."

CHEMICAL TALKS PRINTED.

Two lectures delivered by S. B. Mecca, chemical director of the Schuylkill Chemical Co., Philadelphia, Pa., February 7 before the Virginia Nurserymen's Association, at Richmond, Va., have been reprinted in a booklet, available on request.

Featuring Schuylkill's products, Proliferol, a growth stimulant, and Jimp, a compound for the control of chlorosis, the first talk, entitled "Growth Substances," deals with hormones, their discovery and history and their use in propagation, and the second talk, "The Cause and Control of Deficiency Chlorosis," explains the condition of blanched or yellow leaves when no disease is present and how it may be remedied.

WILLIAM F. KELLY, JR., son of Mr. and Mrs. William F. Kelly, of Kelly Nurseries, Inc., Dansville, N. Y., has just received his discharge from the army, after three years of service, the past year and a half of which were spent in Germany. Mr. Kelly was graduated from Cornell University, Ithaca, N. Y., in June, 1943, with a B.S. degree in horticulture. He will become associated with his father and brother in the above-mentioned firm.



Pat. No. 110110

\$35.00

F.O.B. K. C. Kansas

NURSERY HAND TRUCK

Material shortages still limit production. We are grateful for the understanding patience of our many good customers who accepted delayed delivery this Spring. We are continuing to ship as quickly as we can, filling orders in the same order we receive them. We suggest that you order now for your Fall season needs.

SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubes, 12x4 inches.
Specially Designed Curved Nose.
All-steel Construction, electrically welded.
Weight 56 pounds.
Over-all Length 63 inches.
Over-all Width 27½ inches.
Capacity 28-in. Ball weighing 600 pounds.

THE GARDEN SHOP, Inc.

4819 Mission Rd.

Kansas City 3, Kan.

Here's our problem... What do you recommend?
Before the war disrupted supplies of Nursery Twines, such inquiries were meat and drink to us. Too often during the war years it has not been possible to make either an intelligent recommendation or any kind of delivery. Now that supplies are again becoming available, it will be a pleasure to recommend and supply the Twines required for the needs of the greatly expanded postwar Nursery Industry.



"SINCE 1840"

GEO. B. CARPENTER & CO.

440 N. WELLS ST. • CHICAGO 24, ILL.

Those YELLOWING LEAVES may turn GREEN IF YOU SPRAY THEM WITH

Send for Information
and Free Sample



Suggested
For General Anemic
Condition of Plants

SCHUYLKILL CHEMICAL COMPANY Dept. J 2346 Sedgley Ave.
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KER-O-KIL WEED

BURNER

2000° F. Flame

For burning green weeds, brush, sprouts, also for light black-smithing, thawing, disinfecting.

Write for Free Circular No. 13.

KER-O-KIL MFG. CO.
Gettysburg, Pa., or
Redwood City, Calif.



HYPONEX PLANT FOOD

CLEAN—ODORLESS—SOLUBLE—POWDER

USE HYPONEX to grow bigger and better flowers and vegetables in poorest soil—even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and houseplants.

USE HYPONEX for top dressing, seedlings, cuttings and transplants. Produce strong root systems and stems, also more and larger flowers and fruit.

SELL HYPONEX to your customers. Nationally advertised.

1 oz. packet... 10c.—packed 72 to case—wt. 7 lbs.
3 oz. can... 25c.—packed 36 to case—wt. 12 lbs.
7 oz. can... 50c.—packed 24 to case—wt. 14 lbs.
1 lb. can... \$1.00—packed 12 to case—wt. 16 lbs.
10 lb. drum \$8—25 lbs. \$15—50 lbs. \$25—100 lbs. \$40

Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONEX from your Jobber or send \$1 for 1 lb. (makes 100 gallons). \$1 credited on first order for 1 drum or case.

HYDROPONIC CHEMICAL COMPANY, Inc.
315 West 39th Street, New York 18, N. Y.

SPRAYING BY AIRPLANE.

Results of recent research by entomologists and engineers of the United States Department of Agriculture have opened up new possibilities in the use of aircraft for insect pest control, particularly in forests where spraying from the ground is difficult. Since 1922, when the U. S. D. A. developed a practical method for dusting cotton fields with calcium arsenate to protect the crop against the boll weevil, commercial airplane dusting has become routine, particularly in cultivated fields that spread over a wide area unbroken by trees or shrubs.

Working in cooperation with state and other government agencies, commercial aircraft dusting companies and growers, the U. S. D. A. has found a practical way to spray plants and trees from the air. Equipment for this work can be installed easily in an airplane or a helicopter. In some designs the forward speed of the plane drives a small propeller attached to a pump which provides the pressure needed to force the insecticidal solution from its holding tank through a special nozzle, or series of nozzles, in the form of tiny droplets or an atomized mist. One gallon of a concentrated mixture will cover as much as an acre of certain types of foliage. Several types of distribution apparatus were improved and simplified in 1945, and efforts to further improve and simplify them still are in progress.

Small-scale experiments in 1944 in controlling forest defoliators with concentrated DDT sprays distributed in finely atomized form from an airplane proved successful. Larger-scale tests in the forests of northwestern Oregon in 1945 gave excellent results against the hemlock looper, a tiny insect that is periodically destructive to these valuable stands of timber. Both lead arsenate suspensions and DDT solutions, in various concentrations, were tested this way in 1945.

A. W. JANES, proprietor of Pan-Am Farms, has sold the Miami, Fla., store and is operating only the wholesale nursery at Kendall, Fla. He plans to open a new retail outlet next fall.

B. E. WILLIAMS FLORAL & NURSERY, 4301 Lemmon avenue, Dallas, Tex., has been purchased by John A. and Richard W. Phelan, and will be known as the Phelan Floral & Nursery. The brothers have acquired an attractive business, with an air-conditioned shop and a large refrigerated display window—a feature unique in that part of the country.

CONCORD HAS FOR YOU...

Nationally Advertised

DU PONT PRODUCTS

— FAST PROFIT MAKERS —

NO FUSS — NO MUSS

HANDY
TABLETS

25-TABLET SIZE
100-TABLET SIZE



DU PONT
KARMEX 2, 4-D
WEED KILLER

It's Selective!

- Kills Weeds
- Saves Grass



2-lb.
6-lb.
50-lb.
350-lb.

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AMMATE
POISON IVY KILLER

- Permanent Kill
- Safe To Livestock
- No Fire Hazard

—Again Available

DU PONT
DDT
INSECT KILLERS

5% DUST TYPE 5%
SPRAY TYPE

IT'S JUST MURDER!

To Flies, Mosquitoes, Moths,
Roaches, Bedbugs and
many others.

Contains
Pyrethrins



DU PONT
GARDEN DUST
KILLS BUGS • STOPS BLIGHT

Does Both At Once!

- Contains 5% DDT Plus Rotenone
- Contains Du Pont Zerlate and Fermate



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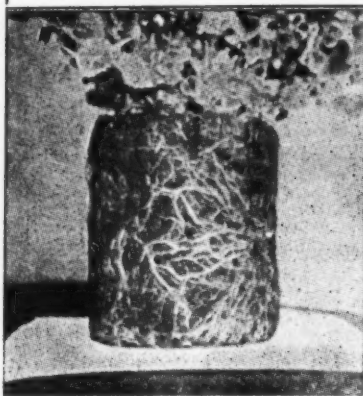
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CHEMICAL PRODUCTS, INC.

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MEL-LO PEAT

A Wonderful Soil Builder



Actual Photograph
Of Plant Grown with MEL-LO PEAT
Roots like these can be grown by
anyone where Mel-lo Peat is used. See
our ad in Classified Column—

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SPRAY WITH.. C. P. O.

Use this *Safe, Odorless, Non-Poisonous* Spreaders in place of fish oil soaps and summer oils.

FOR BETTER CONTROL OF

Lace Bug	Pine Leaf Scale
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And Most Sucking Insects on Evergreens and Ornamentals

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6300 State Road, Philadelphia 35, Pa.

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"Quality Peats for all Purposes."

ELI COLBY COMPANY

Hanlontown, Iowa

RUBBER Products
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Rubber Bands	Aprons	Bathing Slings	Clothing	Spray Bulbs	Kneeling Pads	Footwear	Gloves	Rubber	Bells	Moos
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BROADWAY RUBBER MFG. CO. LOUISVILLE 2, KY.

SALES GROUNDS.

[Continued from page 13.]

manager of the grounds on several of the plans.

A thoughtful feature was worked out in two or three of the buildings with the drafting room and conference rooms for landscape customers in the "tower" or on the second floor. As one designer said, "The landscape idea room would be complete with garden books, magazines and comfortable chairs, where patrons might study at their ease and leisure." These upper drafting rooms might be a good feature to provide quiet, with less confusion in the busy season, to talk to special customers.

Other ideas were to have a refrigerator for cut flowers, such as a florist might have (Figure 7). Also, cold-storage rooms were provided to hold plants in good planting condition.

Several of the plans made use of a lounge either in connection with the display room or in the reception part of the building. Here often would be a fireplace, which would be a good background to display both floral and evergreen arrangements in season. On the walls of the lounge, too, there is an opportunity to have on display pictures of landscape jobs and plans which the concern might have completed.

As has been noted previously, several of the plans made excellent use of large paved areas about their sales building. Here were opportunities to display items outdoors in an efficient manner. Some of these terraces were covered. Other designs had large pergolas which served the purpose of making the display buildings look larger and also served as an opportunity to display such vines that might be proper for such a treatment. Other plans included patios where potted plants could be displayed out of the direct sun and wind. Here, too, garden ornaments suitable to patio decoration would be arranged. A feature of one of the plans was an outside waiting room paved with bricks under four trees. This provided an outdoor reception room which had a certain appeal.

Lath Houses and Greenhouses.

Considerable emphasis is made in including an arrangement for lath houses or some sort of shade houses for both growing and displaying plant material (Figure 7). One clever arrangement was for permanent covering of a main walk going through the center of a lath house from the sales building, so that sales could be made on rainy days. In these lath houses it was often suggested that a good many of the

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Plan and instructions sent upon request.

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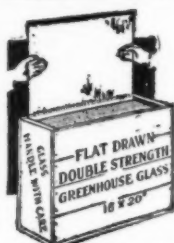
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1 to 19 bags	\$1.65
20 to 99 bags	1.50
100 to 400 bags	1.40

Bulk cars, \$14.00 per ton.

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267 Fifth Ave. New York 16, N. Y.
Plant Capac, Mich. Capac 62.



NEW Quality GLASS Sale

**Buy Now!
Don't Wait**

8x10 SS per box (90 lights).....	\$3.45
10x12 SS per box (60 lights).....	3.45
10x12 DS per box (60 lights).....	3.95
10x14 SS per box (51 lights).....	3.45
10x14 DS per box (51 lights).....	3.95
14x20 DS per box (26 lights).....	4.10
16x18 DS per box (25 lights).....	4.10
16x20 DS per box (23 lights).....	4.10
16x24 DS per box (19 lights).....	4.10
18x20 DS per box (20 lights).....	4.10



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Once again we can furnish that fine aluminum paint that was off the market during the war. The quality has no equal. Highly water and weatherproof—retains its elasticity for years and adheres readily to any surface.

30-gal. Drums \$3.60 gal.	5-gal. Cans \$3.70 gal.	1-gal. Cans \$3.80
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Glazing Points

These glazing points are pure zinc with spiked heads; point is beveled to hold tight against the glass. Do not confuse these pure zinc points with cheap galvanized brads. Pure zinc will never rust. Save yourself future repairs by using only Pure Zinc Points. The Everlasting Kind.

All Sizes 50c per Pound Package
 5/8-inch.....1200 points per lb. pkg.
 3/4-inch..... 950 points per lb. pkg.
 7/8-inch..... 800 points per lb. pkg.

Peerless Glazing Point

Stop Glass from Siding! \$1 a Box
 No rights, no lefts, no raising up while being driven. Indestructible, made of galvanized wire. Once used always used. Don't substitute.
 Small Medium Large
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BEST BY TEST Glazing Compound

Will Not Harden

Our Glazing Compound will give you the longest service and satisfaction. Composed of adhesive weather-proof oils, gums and asbestos fiber. Easily applied with a glazing or caulking gun.

Economical Durable Very Elastic
 Light Gray or Slate Gray.

30-gal. 5-gal. 1-gal. Drums Drums Cans	
Gun Grade\$1.90 gal. \$2.00 gal. \$2.10	
Bedding Grade . 2.00 gal. 2.10 gal. 2.20	



Cuprinol

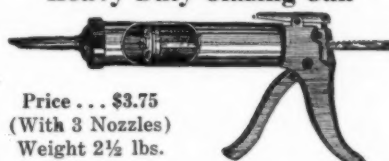
Has been used for years by the United States Navy for the preservation of wood. Works magic on your benches, seed flats, stakes. Absolutely harmless to plant growth. No fungus and no insects will live on Cuprinol-treated wood. Exhaustive tests by

Agricultural stations have proved these statements. Can be applied by brush, spray and dip. Completely descriptive circular on request. Safe and economical to use.

Keep a 5-gal. or 50-gal. drum on hand. It does not deteriorate. Immediate shipment.

1-gal. can	\$2.90
5-gal. drum (per gal.).....	2.80
50-gal. drum (per gal.).....	2.70

Heavy Duty Glazing Gun



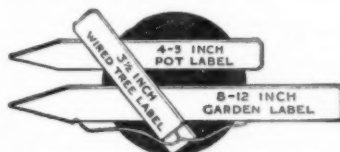
Price ... \$3.75
 (With 3 Nozzles)
 Weight 2 1/2 lbs.

For applying elastic glazing compound or bulbing putty for bedding greenhouse glass. Can also be used for caulking compounds and roof cement. Has leather washer and steel spring trigger action. Gun has pistol grip, and is well balanced. Actual size, 16 ins. long, 2-in. barrel; fills by suction.



Evermark Pencils

For writing on all plant labels. Will not rub off, will not wash off. This is the original Evermark—endorsed by leading growers everywhere. Send \$1.00 for trial package of one dozen 7-in. pencils.



Dahlia and Tree Labels	Price per 1000
3 1/2 x 5/8" Notched, not wired.....	\$2.00 \$2.70
3 1/2 x 5/8" Wired	2.50 3.00

Pot Labels	Price per Carton
4 x 5/8" (Cartons 1,000 each).....	\$2.25 \$2.75
5 x 5/8" (Cartons 1,000 each).....	2.50 3.00
6 x 5/8" (Cartons 1,000 each).....	2.75 3.25
8 x 5/8" (Cartons 500 each).....	2.00 2.50
10 x 5/8" (Cartons 500 each).....	2.50 3.50

Garden Plant Stakes	Price per Carton
8 x 5/8" (Cartons 250 each).....	\$2.00 \$2.25
10 x 5/8" (Cartons 250 each).....	2.25 2.50
12 x 1 1/8" (Cartons 100 each).....	1.25 1.50

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Money back if not satisfied
"We ship the same day"

YOH & HOOKER

Youngstown 1, Ohio

benches be raised so as to display better the smaller items, such as roses, perennials, etc. An automatic sprinkling system in the lath house should be provided at the time of construction.

Several of the designers included greenhouses with sales areas and workrooms as an adjunct to their regular building (Figure 7). This gave an additional source of revenue and added interest to the property.

The next article will describe and illustrate sales buildings carried out in various architectural styles.

C. J. ROBERTS, formerly a partner in the Roberts Nursery Co., Dansville, N. Y., is planning to start a nursery.

LEONARD RIGGS, manager of the R. Lacey Nursery, Longview, Tex., was recently elected governor of the Civitans Texas district. Mr. Riggs is a past president of the Longview Civitans Club and former lieutenant governor of the second Civitans district.

RELIANCE AZALEA AND CAMELLIA SPECIAL PLANTFOOD

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Azaleas Camellias
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New improved model

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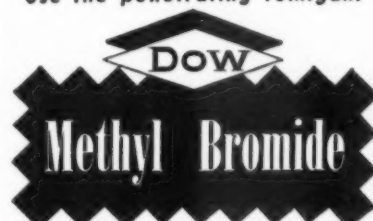
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Special equipment built to your specifications.

FOR BEST RESULTS
 use the penetrating fumigant



THE DOW CHEMICAL COMPANY
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ATTENTION NURSERYMEN!



**IMP.
SOAP
SPRAY**

Use 1 part with 25 to 40 parts of water

Ask your nearest seedman, or write for literature.

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 176 Purchase St. Boston, Mass.

BOOKS for Nurserymen

Book A. Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

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Nicely illustrated, 48 pages and cover. 18c each in small lots.

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A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

Will send sample copy of each of the above on receipt of \$1.00. Cash with order.

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FRUIT TREE LABEL
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LABELS FOR NURSERYMEN

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**BENJAMIN CHASE
COMPANY**
DERRY, N. H.

"COTTONETTE" Nursery Squares
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HORTICULTURAL PEAT MOSS
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Write for prices; state requirements.

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122 Chambers St. New York 7, N. Y.

DWARF CHERRIES.

The search on the part of the nursery industry for a method of producing dwarf cherry trees, both sour and sweet varieties, similar to the popular dwarf apple trees appears to be nearing a successful conclusion in the light of tests now going on, on the grounds of the New York experiment station at Geneva.

As described recently in a technical article by Karl D. Brase, rootstock specialist at the station, the answer seems to be found in grafting the desired variety on Mahaleb seedlings which have attained a height of about twenty-six inches before grafting. In this way the Mahaleb forms the root and body stock while the desired variety makes the top of the tree, with the Mahaleb body stock exercising a decided dwarfing effect.

The Giant sweet cherry and the Montmorency sour cherry have been tried out in tests on the station grounds since 1940 and have made faultless unions with the Mahaleb body stock, says Mr. Brase.

In commercial nursery practice cherries are budded on the rootstock just above the soil surface, and there is no dwarfing effect, at least in the early years of trees grown on Mahaleb roots. If Mahaleb is also used as the body stock, however, the growth of the top is so restricted that the resulting tree is much dwarfed and compares favorably in size with dwarf apple trees.

All trees planted in 1940 on Mahaleb body stock bore some fruit the third season from planting, states Mr. Brase, with a slight increase in fruiting observable in the fourth and fifth seasons. Further observations on the growth behavior of the trees are needed, however, before final conclusions can be drawn regarding this method of producing dwarf cherry trees, concludes Mr. Brase.

CATALOGS RECEIVED.

Gold Chestnut Nursery, Cowen, W. Va.—Six-page illustrated folder of chestnut trees, 5x8 inches.

Willis Nursery Co., Ottawa, Kan.—Wholesale price list of fall bulbs, 6-page folder, 5 3/4 x 9 1/2 inches.

C. F. Wassenberg, Van Wert, O.—Wholesale price list of irises, peonies, poppies and hemerocallis, 28 pages, 5x9 inches.

LLOYD E. MARSHALL, son of V. V. Marshall, of Marshall Nurseries, Arlington, Neb., was discharged June 3 from the navy after two years of service, eighteen months of which were spent in the south Pacific, and expects to start college in the fall.

HORMO ROOT for CUTTINGS

A new product made up of an efficient root-producing hormone and a fungicide, together with other growth-stimulating agents. Best applied with a duster or mixed with water at the rate of four rounded tablespoons to the quart.

HORMO ROOT A.

For all softwood cuttings. Dusted on seeds before sowing it will give better and quicker germination.

2 oz., \$1.00; 1/2 lb., \$2.50; lb., \$5.00.

HORMO ROOT B.

For hardwood and difficult-to-root cuttings.

1/2 lb., \$4.50; lb., \$8.00.

Duster for applying hormone powders, \$1.65.

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MADAGASCAR in A. A.
West coast and X. X. Superior
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GOODRICH BUDDING STRIPS

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CLOVERSET POTS

PAT. NO. 2073695

NO LOSS FROM BREAKAGE

WEIGHT ONLY 1/16 WEIGHT OF
SAME CAPACITY CLAY POT

LOW PRICE POT MAY BE GIVEN
AWAY WITH PLANT

NON-POROUS — ONLY HALF AS
MUCH WATERING REQUIRED

EASY FOR PURCHASER TO
REMOVE FROM PLANT

PRACTICAL IN SHAPE —
DOUBLES SOIL CAPACITY

WIDE BASE PREVENTS FALLING
OVER IN DISPLAY GARDEN

STARTED AND POTTED PLANT
SELDOM LOST



(STANDARD HEAVY)

	No. 0	No. 1	No. 2	No. 3
Height	5½ ins.	6½ ins.	9½ ins.	9 ins.
Diam. Top	5 ins.	6 ins.	7 ins.	8 ins.
Bottom Diam.	4½ ins.	5½ ins.	6½ ins.	7½ ins.
Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	89 lbs.
Per 100	\$ 2.50	\$ 4.00	\$ 4.50	\$ 5.00
Per 1000	\$22.50	\$35.00	\$40.00	\$45.00

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AFTER HOLDING OUR PREWAR PRICES ALL
DURING THE WAR YEARS, GREATLY INCREASED
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	No. 0	No. 1	No. 2	No. 3
Per 100	\$ 2.75	\$ 4.00	\$ 4.50	\$ 5.00
Per 1000	\$25.00	\$37.50	\$42.50	\$47.50

No. 0 for perennials and for greenhouse use;
No. 1 for perennials; No. 2 for roses and shrubs;
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Orders for 300 pots or more
take 1,000-pot price. Orders
for less than 300 pots take
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COUNTS. Prices Subject to Change Without Notice. Please send ¼ of amount on C.O.D.
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Unless otherwise instructed, we will determine method of shipment. If you designate
express, we advise you to check the cost with your local Express Agent.
Cloverset Pots take 3rd class freight rate. All Cloverset Pots are packed 100 in carton,
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WHOLESALE PROPAGATORS AND GROWERS
EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

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(NEAR CHICAGO)

July 1, 1946

TO OUR FRIENDS IN THE TRADE:

While all of us will not have the opportunity of making the trip to Miami, we will be represented there by our Sales Manager, Bill Smart, and of course your President and ours, A. H. Hill.

This long awaited National Convention - the first in four years - will be a welcome opportunity to renew old acquaintances and to contact the many new members of our Association.

Our Traveling Representatives will look forward to calling upon you after everyone gets home.

See you in Miami.

Sincerely,

D. HILL NURSERY CO.